A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 14, 1968

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CANADA CUSTOMS

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CUSTOMS

Guide to 140 foreign tariff systems

International Trade Winds

Company News

DATA PROCESSING—Sperry Rand Corp., Philadelphia, will supply a Univac 9200 computer system to The Australian Consolidated Press, Ltd., publishers of the Sydney *Daily Telegraph*, one of that country's largest newspapers. The system will be used to handle a wide variety of business operations, including agency accounts and payroll preparation for over 1,500 employees.

COMMUNICATIONS—Raytheon Co.'s Communications and Data Processing Operation, Norwood, Mass., has put into service a microwave relay network in northern Portugal which will be capable of handling as many as 960 simultaneous telephone conversations. Built for the Portuguese Government, the terminals for the system are at Porto and Nogueira, connecting with a new cable system between Lisbon and Oporto. Other cities served by the network include Penafiel, Vila Real, and Branganca.

PNEUMATIC EQUIPMENT—Standard Pneumatic Motor Co., Whittier, Calif., has signed agreements with the company's first European representatives who will market its line of precision air motors and pneumatic assembly tools. The four new representatives include Ultra Electronic, Ltd., of Middlesex, England, which will cover the United Kingdom, Scandinavia, East Europe, and Spain, and Van Oortmerssen, N.V., of The Hague, which will provide representation in the Netherlands, Belgium, Spain, and Luxemborg. French industrial centers will be under Vial & Cie. of Paris, and R. Marchand & Cie., S.A., of Geneva will act in Switzerland, Germany, Austria, and Italy.

CHEMICALS—Chas. Pfizer & Co., Inc., has announced plans to build a major organic chemicals production center at Ringaskiddy, Ireland, as the first phase of a long-range plan for plant construction in that country. The plant will manufacture citric acid, gluconic acid, and other fine chemicals, using a large percentage of Irish raw materials. The first phase is to be completed by 1971, providing employment for 350. Plans call for exporting much of the center's production.

Newsletter

The kind of supplier/agent teamwork that can help build U.S. export sales in Korea was shown at a seminar held in Seoul this summer by SCM (Smith Corona Marchant) whose Korean agent brought together representatives of about 30 Korean firms, under the sponsorship of the Korean Productivity Center. SCM's new typewriters and copiers were introduced and demonstrated. Just before the seminar, SCM sent a technical instructor to the agent's headquarters to conduct a thorough training program for its employees.

Prentice Hall International, which has been selling its publications, mainly textbooks, in Southeast Asia for years, is opening some new sales avenues as an upshot of its single-company display at the Bangkok U.S. Trade Center last month. Prentice Hall has been aiming its Southeast Asia promotions largely at the academic community, but learned through its exposure at the business-oriented Trade Center that business firms in Asia can also be lively prospects for book orders.

Another report on unexpected business came out of Bangkok recently. It confirms once more what has been indicated in several previous sales summaries issued by the Bangkok U.S. Trade Center, that there is more prospective business in Southeast Asia than U.S. companies anticipate. When a refrigeration equipment show closed at the Bangkok center in August 1967, participants looked ahead to an estimated $430,000 sales in the following year. Actual total, now calculated, is $643,200.

The all-Scandinavia orientation of the Stockholm U.S. Trade Center is underlined in the colorful 1968-'69 world trade fair listing published by Scandinavian Airlines (SAS). The pamphlet's special notice about the Center describes it as "a merchandise mart for Made in U.S.A. products for the whole of Scandinavia, one of the most lucrative markets in the world, currently importing over $1 billion of U.S. goods a year."

While the question of U.S.-Europe technology sharing is being warmly discussed in many places, at least one U.S. corporation is doing something about it this week. Mobil Oil is gathering its lube and fuel scientists for a research symposium with Europe's diesel engine builders in Copenhagen Oct. 15-16, in a joint examination of design and servicing problems.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Symbols representing the customs services of Switzerland, Great Britain, Canada, Australia, Sweden, and Finland are presented on the front cover of this issue, and those of Pakistan, Mexico, Ireland, Austria, Spain, and the United States on the back cover, to introduce a special 12-page section that summarizes 140 tariff systems worldwide. The list begins on page 2.

October 14, 1968

Volume 74

Number 42

International Commerce

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BUREAU OF INTERNATIONAL COMMERCE

Special Report

Import Tariff Systems Around The World Digested

Pages 2-13

October Big Month for Trade Mission Departures 14
Ad agency executives, Detroit toolers, several State organizations, official Commerce group all begin promotion tours abroad

Italian Upswing Has Flutters 21
Semi-annual report from U.S. Embassy points to some scattered danger signals, but economy remains strong

Korean Progress Expected To Continue 24
GNP in first quarter of this year was 13.3% higher than in like period of '67; trade is booming, U.S. share increases

Yugoslav Economy Shows Signs of Renewal 27
Some goods placed under more stringent foreign exchange and trade control licenses, some tariffs raised

MISCELLANEOUS—Tenn. Chamber of Commerce officials to study exporting 16
TRADE FAIRS AND CENTERS—U.S. aluminum industry to exhibit in Bangkok 17
Water purification, desalination items to be shown at PURAQUA in Rome 18
WORLDWIDE BUSINESS OUTLOOK—Zambia gets loan for forestry program 26
INVESTMENT, LICENSING OPPORTUNITIES—Europeans seek U.S. licenses 30
U.S. economic aid concentrated on 15 developing countries last year 31
WORLD TRADE OPPORTUNITIES—Brazil seeks battery, battery charger bids 33
NEW BOOKS AND REPORTS—Three new Customs Journals issued 40
Census book gives U.S. commodity exports, imports, as related to output 40

Worldwide tariffs gisted

Latest changes included in annual review of 140 tariff systems worldwide

Prepared by the Office of International Regional Economics

This guide summarizes 140 import tariff systems employed throughout the world, providing coverage for almost all countries other than those whose foreign trade is conducted exclusively by Government monopoly. The countries in this guide are arranged alphabetically within five regional groupings: Europe, Western Hemisphere, Africa, Far East-Oceania, and Near East-South Asia.

Each country listing summarizes the following information:

Classification System. Countries adhering to one of the two standardized classification systems are so labeled immediately following the name of the country—by the designation "BTN" (Brussels Tariff Nomenclature) or by the designation "SITC" (U.N. Standard International Trade Classification). If neither designation appears immediately following the name of the country, the country has its own system of classification. The most significant U.S. trading partner falling into this category is Canada.

Range of Duties. The range of duties is indicated either by percentage approximations or by relative designations, such as "high" or "moderate". Where additional generalizations may be drawn, a distinction is made between the tariffs applying to capital goods and those applying to consumer goods. It must be remembered that these ranges are only approximations, and that a particular item may fall high or low in the range.

Preferential Tariffs. For countries having preferential tariff systems, i.e., systems applying lower tariffs to imports from specified countries, a generalization of the scope of the preference is indicated. Examples of countries having preferential tariff systems are the EEC countries, the EFTA countries, CACM, LAFTA, and the British Commonwealth.

Special Features. A notation is made of any unusual aspects of a country's tariff system that are of importance, such as high internal taxes, special duty-free treatment, and similar topics.

Kennedy Round. A notation is made for each country that participated in the Kennedy Round of tariff negotiations, along with an indication of the scope of the tariff reductions that it granted. Tariff reductions made in the Kennedy Round are, for the most part, scheduled to come into effect in stages, with the last stage not to be implemented until Jan. 1, 1972.

Tariff Schedules. If a country's tariff schedule has been published and is reasonably current, its availability, including updating services, is noted. The language in which each publication is printed is indicated by its title, unless otherwise stated. English translations published in the foreign country are noted, where available. Lack of price data generally means that the publication is not available for sale. The listed prices are, of course, subject to change.

The depth of coverage of each country in this guide is necessarily quite limited, and to obtain more detailed information or to determine the tariffs applying to specific products, it is necessary to consult either the country's own tariff schedule, as noted above, or these sources:

International Customs Journals. Complete English-language translations of foreign tariff schedules are printed in the *International Customs Journal (Bulletin International des Douanes)* series, published by the International Customs Tariff Bureau in Brussels, Belgium. This organization translates and publishes the tariff schedules of most of the world's countries into five languages.

English-language editions of the *International Customs Journals* for more than 70 countries are available for purchase from the Federal Clearinghouse for Scientific and Technical Information, U.S. Department of Commerce, Springfield, Virginia 22151. The price of each *Journal* is $3.00 for hard copies and $0.65 for microfiche. The *Journals* are also available on a loan basis from all Department of Commerce Field Offices.

A list of *International Customs Journals* currently available from the Clearinghouse appears in this magazine. As new *International Customs Journals* are issued and become available through the Clearinghouse, their availability is announced in the "New Books and Reports" section of INTERNATIONAL COMMERCE.

Tariff structures and rates shown in the *International Customs Journals* are subject to change after the *Journals* are published. Comprehensive supplements covering major changes are sometimes issued by the International Customs Tariff Bureau and may be purchased from the Clearinghouse as they become available. In some cases, however, the *International Customs Journals* will not be as current as the original, native-language, publications—especially those with loose-leaf editions and updating services. Where available for purchase, these official national customs publications are listed at the end of the entry for the individual country, together with address of issuing agency.

Overseas Business Reports. Foreign import tariff systems are described in detail in the "Foreign Trade Regulations of . . . . . " series of the Commerce Department's *Overseas Business Reports*. Each "Foreign Trade Regulations of . . . . . " title discusses the import tariff system of a country in depth, cov-

Kennedy Round data

For information on projected foreign country tariff rates for *specific products* resulting from the Kennedy Round, contact the nearest Department of Commerce Field Office or write to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

Specify particular country of interest. Give complete product description, including appropriate details on constituent materials. Include, if possible, descriptive literature. It would also be helpful if products could be identified in terms of the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, or the U.S. Schedule B commodity number.

Countries for which information is currently available are: Argentina, Austria, Australia, Brazil, Canada, Chile, Czechoslovakia, Denmark, Dominican Republic, EEC (includes Benelux, France, Germany, and Italy), Finland, Iceland, India, Ireland, Israel, Jamaica, Japan, Korea, Malawi, New Zealand, Norway, Portugal, South Africa, Spain, Sweden, Switzerland, Trinidad and Tobago, Turkey, United Arab Republic, United Kingdom, and Yugoslavia.

ering such topics as: the tariff structure, the basis of duty assessment, customs surcharges, samples and advertising matter, internal taxes, shipping documents, marking and labeling requirements, exchange controls, etc. Individual duty rates are NOT listed. Approximately 100 *Overseas Business Reports* are issued per year, roughly 30 of which are "Foreign Trade Regulations of . . . . . " titles. A year's subscription costs $16 and may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any Department of Commerce Field Office. Individual titles, available from the same sources, cost 15 cents.

The number of each current OBR covering Foreign Trade Regulations of a country has been included.

Economic Trends Reports. Exporters who wish to keep fully informed about tariff developments in foreign countries may wish to subscribe to the Commerce Department's newest publication series, *Economic Trends in (Country) and Their Implications for the United States.* These timely reports are prepared by commercial reporters at U.S. Embassies overseas, and cover current economic developments of possible significance to U.S. traders and investors. Annual subscription $15 (Foreign mailing $6 additional). **Write:** Office of Publications and Information, DIB, U.S. Department of Commerce, Washington, D.C. 20230.

International Commerce. The Commerce Department's weekly magazine, INTERNATIONAL COMMERCE, lists the *International Customs Journals, Overseas Business Reports,* and foreign language tariff schedules as they become available for sale. These listings are found in the "New Books and Reports" section of the magazine. The "Foreign Government Actions" section of INTERNATIONAL COMMERCE reports major changes in the tariff systems of foreign countries as they occur.

Tariff Service. Information regarding import duties, relevant internal taxes, and any import restrictions applicable to any specific product may be obtained by contacting any Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230. Please specify countries of interest.

Kennedy Round Information. Information on the most recent Kennedy Round tariff cuts is contained in the July 1 and July 8 issues of INTERNATIONAL COMMERCE. A summary of foreign negotiations in the Kennedy Round (including some individual rates) appears in a document entitled *Report on U.S. Negotiations, Volume I, Parts 1 and 2,* prepared by the Office of the Special Representative for Trade Negotiations. It may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Information regarding specific duty changes resulting from the Kennedy Round may be obtained through any Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230. Before requesting any information on tariff reductions resulting from the Kennedy Round, please refer to the box item on page 2.

Summaries of the tariff systems of individual nations begin on the following page.

International Customs Journals

Tariff structures and rates shown in the INTERNATIONAL CUSTOMS JOURNALS are subject to change after the JOURNALS are published. Comprehensive supplements covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be ordered through the Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va. 22151, as they become available.

Major changes in tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of INTERNATIONAL COMMERCE. For latest tariff information on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

THE JOURNALS, previously available on a loan basis, are priced at $3 for a bound paper edition of the Journal or Supplement; microfiche copies (up to 64 pages reproduced on a 4 x 5 inch negative) are 65¢ each.

Angola[2]	PB-174890
Australia[2]	PB-176394
Austria[1]	PB-169260
Bahama Islands	PB-174066
Belgium, See Benelux	
Benelux[2]	PB-170849
supplement[1]	PB-170849-1
supplement[2]	PB-170849-2
Bermuda	PB-174065
Brazil[1,4]	PB-173303
British Honduras	PB-174338
British Solomon Islands	PB-177394
Bulgaria[5]	PB-169253
Burundi, Kingdom of[2]	PB-169263
supplement	PB-169263-1
Canada[1]	PB-169274
Central African Customs Union[2]	PB-173465
Ceylon[1]	PB-169270
Chile[2,4]	PB-173298
Colombia[2,4]	PB-169272
Czechoslovakia[5]	PB-169278
Denmark[2]	PB-169266
East Africa[2]	PB-169271
Ecuador[1,4]	PB-172198
Ethiopia	PB-177395
Finland[2]	PB-169269
Falkland Islands	PB-174068
France[1] supplement included	PB-173294
Gambia[2]	PB-173317
Germany[2]	PB-169262
Ghana[2]	PB-169282
Gibraltar[1]	PB-174067
Gilbert & Ellice Islands	PB-174906
Great Britain Northern Ireland[2]	PB-169287
Greece,[2] supplement included	PB-169283
Grenada	PB-174353
Guinea[1]	PB-169258
Guyana[2]	PB-177417
Hong Kong[2]	PB-173300
Hungary[5]	PB-169567
Iceland[2]	PB-169268
India[1]	PB-169256
Iran[1]	PB-173307
Iraq[1]	PB-173305
Ireland[2]	PB-174889
Israel[1]	PB-173293
Italy[1]	PB-169281
Japan	PB-174389
Jordan[1]	PB-169277
Lebanon[2]	PB-176054
Libya[2]	PB-169290
Luxembourg, See Benelux	
Malagasy Republic	PB-173892
supplement	PB-173892-1
Malawi	PB-176336
Malaysia[1]	PB-169264
Mali[2]	PB-169257
Malta	PB-176053
Mauritius[1]	PB-169279
Morocco[1]	PB-169285
supplement[2]	PB-173101
Mozambique	PB-176055
Netherlands, See Benelux	
New Hebrides	PB-173661
New Zealand[1]	PB-173304
Nigeria[2]	PB-169566
supplement[2]	PB-173100
Norway[2]	PB-169267
Pakistan[2]	PB-176056
Panama[1]	PB-173292
Paraguay[1,4]	PB-173299
Peru[2,4]	PB-169261
Philippines[1]	PB-173296-2
Portugal	PB-174309
supplement	PB-174309-1
Reunion Island[1]	PB-169291
Rwanda[2]	PB-169275
supplement[2]	PB-173253
Seychelles	PB-174891
Singapore[2]	PB-177418
South Africa[2]	PB-169255
Spain[2]	PB-170512
St. Christopher, Nevis & Anguilla[2]	PB-174334
Sweden[2]	PB-174893
supplement	PB-174893-1
Switzerland[1]	PB-169265
supplement	PB-169265-2
Syria[1]	PB-173873
Thailand[1]	PB-173306
Tunisia[2]	PB-169280
Turkey[1]	PB-173297
United Arab Republic[1]	PB-169289
supplement[2]	PB-173256
USA	PB-169293
supplement	PB-169293-2
USSR[5]	PB-169254
Venezuela[1,4]	PB-173302
Virgin Islands	PB-174892
Yugoslavia[2]	PB-173316
Zambia[2]	PB-169273

[1] Issues that are useful only as a guide to the nation's tariff structure—duty rates are changed extensively since publication.

[2] Journals that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.

[3] Generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries EFTA, EEC, or Commonwealth, have changed since publication.

[4] Omits reference to LAFTA preferential rates.

[5] Foreign trade is wholly a state monopoly. Although a two-column tariff schedule is published, the duties, for practical purposes, are an internal accounting device not of concern to U.S. exporters.

EEC and EFTA. The designations EEC and EFTA refer to European Economic Community, whose full members are Belgium, France, Germany (Federal Republic), Italy, Luxembourg and the Netherlands (Greece and Turkey are associate members); and European Free Trade Association, whose full members are Austria, Denmark, Norway, Portugal, Sweden, Switzerland and United Kingdom (Finland is an associate member).

The EEC's customs union became effective on industrial products on July 1, which means that such goods move duty-free from one member country to another whereas imports into all EEC countries from non-EEC countries are subject to the EEC's Common External Tariff (CXT) rates.

The EEC negotiated as a unit in the Kennedy Round and made significant tariff reductions in its CXT rates on a broad range of items. The completion of the EEC's customs union on July 1 coincided with the EEC's initial implementation of duty reductions conceded in the Kennedy Round. At that time a two-fifth Kennedy Round reduction was made; the remaining three-fifths will be accomplished in three equal installments on Jan. 1 of 1970, 1971, and 1972.

The EEC uses the BTN, and the CXT rates currently applied are not excessive. Most raw materials enter duty-free or at very low rates; rates on manufactured goods range generally from 5 to 20%; certain food products have higher rates. CXT rates do not apply to many agricultural products covered by the EEC's Common Agricultural Policy (CAP); such items are subject to a variable levy system.

Tarif Douanier des Communautes Europeennes, July 1, 1968, is a loose-leaf edition (in French only) containing the current CXT rates which became applicable on July 1, as well as the projected CXT rates for Jan. 1 of 1970, 1971, and 1972. Write to the Information Service of the EEC, 900 17th St., NW., Washington, D.C. ($16).

The EFTA countries have generally eliminated duties on trade among themselves in industrial products. Unlike the EEC, where a common external tariff has been established, each of the EFTA members maintains its own external tariffs on imports from non-EFTA countries.

Austria. BTN. Ad valorem duty rates apply to most positions. Rates range from 0 to 10% for raw materials, semifinished goods up to 20% and finished products to 40%. For anticyclical reasons, voluntary reductions of 10%, sometimes more, extended to large number of nonagricultural items. Duty-free treatment extended to industrial and certain other goods originating in other EFTA member states. OBR 64-57.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Oesterreichischer Gebrauchs-Zolltarif, looseleaf edition listing customs duties and supplementary sections of laws relative to custom valuation, tare tariff and turnover equalization tax, is published by Grenz-Verlag, Flossgasse 6, A-1025, Vienna 2, Austria ($9.30). Annual supplements to this publication are priced at AS100 ($3.90).

Belgium. Member of EEC. Refer to section on EEC in OBR 64-26. The Belgian tariff, *Tarif des Droits d'Entree, les Taxes de Transmission les Droits d'Accise et le Regime des Licences,* a loose-leaf publication in one volume, includes CXT rates, excise duties, transmission taxes, licensing and similar restrictions. Editorial Office, 2 rue des General Thys, Brussels 5. About 895 francs ($17.90) for the volume; additional charge for replacement sheets.

Denmark. BTN. Low tariff country with many commodities entering free of duty. Duty rates range from free to about 18% ad valorem. Certain clothing items have a duty of 22.5%, and majority of machinery products have a duty range from 4 to 10.8%. Denmark grants duty free tariff treatment for industrial and certain agricultural goods originating in other EFTA countries. OBR 67-92.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Den Danske Toldtarif contains duties and taxes. Obtainable from G. E. C. Gadsforlag, Copenhagen.

Finland. BTN. Maintains rates of less than 20% ad valorem on majority of goods. Most industrial raw materials enter duty free; certain wearing apparel subject to 35-38% rates. Chief domestic agricultural products are protected by a system of agricultural fees. Various products not manufactured on an industrial scale in Finland may enter duty-free or at reduced rates. Finland grants preferential tariff treatment to industrial and certain agricultural goods originating in EFTA full-member countries. OBR 67-68.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Finlands Tulltariff (in Swedish) same as *Suomen Tullitariffi* (in Finnish). About $6. Includes import duty rates and licensing status. Statens Publikationsbyra, Annegatan 44, Helsinki.

France. Member of EEC. Refer to section on EEC in OBR 67-91. The French tariff, *Tarif Douanier Francais Utilitaire,* is obtainable from Encyclopedie Douaniers, 43 Rue du Colisee, Paris (8). About $90 a year for loose-leaf edition. Price includes the supplying of notices of all changes and amendments enacted during the year. Contains CXT rates, taxes, licensing status and most other import restrictions, and sanitary regulations.

Germany, Federal Republic of, including **West Berlin.** Member of EEC. Refer to section on EEC. OBR 68-30. A loose-leaf edition of the German tariff, *Deutscher Gebrauchs-Zolltarif,* is available from Verlag des Bundesauzeigers, Breite Strasse (Pressehaus), Cologne. Contains CXT rates and also the German import equalization tax rates. Replacement sheets are issued, as appropriate, to up-date the basic tariff book.

Greece. BTN. Except for raw materials, machinery and equipment, import duties are generally high, especially on textile products, agricultural products and consumer durable goods. In accordance with the provisions of the Greek-EEC Association Agreement, effective, Nov. 1, 1962, Greece has reduced its import duty rates vis-a-vis EEC member countries by 15% on certain livestock and dairy products and industrial products manufactured in Greece. An additional 5% reduction will be made on May 1, 1970. On other goods, a 40% reduction has already been made and another 10% cut is scheduled for November 1, 1968. Greek import duties on products from the EEC will be gradually reduced to zero over a period of 22 years for manufactured goods and 12 years for agricultural commodities. OBR 64-66.

Participated in the Kennedy Round only to the extent of obligating itself to align its tariff with the new CXT concessions made by the EEC.

Damologion, includes import duties. $3.33 a copy, payable to the National Printing Office, Ministry of Finance, Athens.

Iceland. BTN. Many tariff rates, both for fiscal and protective reasons, are rather high, while others, especially on basic necessities and materials for agriculture and fishing, are low or nonexistent. OBR 64-107.

Participated in the Kennedy Round.

English translation of the schedule entitled *The Customs Tariff of Iceland* can be obtained from Felagsprentsmidjan Ltd., Reykjavik.

Ireland. BTN. Tariff rates on many chemical products and raw materials are low, but duties on most other products tend to be very high and change infrequently. Tariff exemptions are often granted for industrial goods not locally available. Four types of preferential treatment are granted: to the U.K.; Canada; other Commonwealth preference Area countries; and Northern Ireland. These lower preferential rates apply only to certain selected products and are generally much lower than the full rate. OBR 64-64.

Participated in the Kennedy Round.

Customs and Excise Tariff includes customs and excise duties, general summary of restrictions and prohibitions of imports and exports. Government Publication Sale Office, G.P.O. Arcade, Dublin, 12s. 6d. ($1.50). Amendments to tariff are issued from time to time and may be obtained free of charge.

Italy. Member of EEC. Refer to section on EEC in OBR 68-40. The Italian tariff, *Tariffa dei Dazi Doganali di Importazione della Repubblica Italiana—1968,* is obtainable from Istituto Poligrafico dello Stato, Libreria dello Stato, Rome ($24). Contains CXT rates. Changes in the tariff are listed periodically in modification sheets (foglio di modificazione).

Luxembourg. Member of EEC. Refer to section on EEC in OBR 64-26. The Luxembourg tariff is published in the Grand Duchy's official gazette, *Mémorial,* and not as a separate publication. Changes in the tariff are also published in *Mémorial* as they occur. Impri-

merie de la Cour Victor Buck, Luxembourg City. Issued weekly or more frequently as circumstances warrant.

Malta. BTN. Duty rates generally high for furniture, textiles, leather goods, and luxury items but usually low or nonexistent on chemicals, raw materials, and necessities. Preferential treatment is accorded to British Commonwealth countries.

Netherlands. Member of EEC. Refer to section on EEC in OBR 64-31. The Dutch tariff, *Tarief Van Invoerrechten,* contains CXT rates, turnover tax rates, licensing regulations, and explanatory notes to the tariff. Looseleaf, in four volumes, N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen.

Belasting Heffing Bij Invoer contains detailed information on various taxes levied on imports. Loose-leaf, in two volumes. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen.

In-En Uitvoerniews (imports and export news) is a monthly publication of recently enacted import and export regulations, including duties, taxes, quotas and similar subjects. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen. About 40 guilders ($11.08) a year; binding about 1.85 guilders ($0.51).

Norway. BTN. A moderate tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on industrial products run as high as 24%. Certain machinery of a type not produced in Norway is often given preferential tariff treatment. Chief domestic agricultural products receive tariff protection. Duty-free tariff treatment is granted industrial and certain agricultural goods originating in EFTA member countries. OBR 64-137.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Norwegian customs tariff *Tolltariff,* about $6, includes tariff schedule, import and export regulations, excerpts from basic tariff regulations, licensing status. A/S Bokcentralen, Oslo.

Portugal. BTN. A generally high duty tariff, with both minimum and maximum rate schedules. Rates are generally specific. Imports from the United States receive minimum rates. Imports from EFTA receive preferential treatment. OBR 66-61.

Participated in the Kennedy Round.

Pauta dos Direitos de Importacao, published by Imprensa Nacional de Lisboa, 1959, contains import duties. A number of changes have been made, most of which have been incorporated in the International Customs Journal, Portugal, No. 9 (9th ed.), Dec. 1966 and Supplement No. 1, Feb. 1967.

Spain. BTN. High-duty tariff, almost all rates ad valorem. Many lower rates, called Transitory duties, are temporarily in effect for anti-inflationary reasons. It is a single-column tariff so that the same rates are applicable to imports of all origins. There is a compensatory import tax on imports which is the equivalent of sales and other taxes paid on domestic goods. OBR 64-51.

Participated in the Kennedy Round.

Arancel de Aduanese Impuesto de Compensacion de Grovamenes Interiores, published by Organizacion Sindical Espanola, Huertos 73, Madrid, contains import duties, taxes, and licensing information.

Sweden. BTN. A low tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on manufactured goods run as high as 18.4% for certain textiles and textile products. Chief domestic agricultural products are protected by a system of agricultural fees. Duty free tariff treatment is granted industrial and certain agricultural goods originating in EFTA member countries. OBR 65-14.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

A looseleaf edition entitled Tullverkets Foerfattningshandboecker 1:1, published by Kungl Genraltullstyrelsen, Stockholm, contains import duties.

Switzerland. BTN. Import duties are moderate. Preferential duty treatment granted to GATT members including the United States, and those countries with which bilateral trade agreements have been concluded. Switzerland grants duty-free entry on import of industrial products and certain agricultural goods from EFTA member countries. OBR 65-10.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Tarif d'Usage des Douanes Suisses, about $10, a looseleaf edition, includes duty rates, taxes, licensing status and sanitary rules. Direction Generale des Douanes, Bern.

United Kingdom. BTN. Duties on raw materials are low. On finished products, most duties range from moderate to high. Consumer products generally are dutiable at a high rate. With some exceptions, goods from the Republic of Ireland and other Commonwealth Preference area countries as well as EFTA enter duty-free. OBR 64-14.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

H.M. Customs & Excise Tariff of the United Kingdom of Great Britain & Northern Ireland includes import duty rates, excise taxes, and a general summary of import and export restrictions and prohibitions. H.M. Stationery Office, 423 Oxford St., London, W.1., £5 7s. 6d. ($12.90) a year for looseleaf edition, payable to H.M. Stationery Office. Price includes all changes and amendments to duty rates enacted during year. Price without amendments is £2 7s. 6d. ($5.70).

Yugoslavia. BTN. Tariff (nonpreferential) is generally high-duty and entirely ad valorem. OBR 65-49.

Participated in the Kennedy Round.

The designation CACM refers to the Central American Common Market, comprised of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. More than 95% of their tariff rates have been equalized in a common external tariff that follows a modified SITC nomenclature. Trade among themselves, with few exceptions, is relatively free. Duties are low on raw materials and essential imports, substantial on some consumer goods, and very high on luxury products and goods competitive with domestic production.

Arancel de Aduanas Centroamericano is issued by the Secretaria Permanente del Tratado General de Integracion Economica Centroamericana, Guatemala City. Manila bound, looseleaf, $10, it contains an index; explanatory notes; schedule of common rates levied in U.S. dollars per unit of weight or measure, or ad valorem on the c.i.f. value, or both; schedules of rates to be integrated by Apr. 28, 1969; schedules of individual country tariffs on items for which member nations have not yet established common rates; and schedule of export duties.

The designation LAFTA refers to the Latin American Free Trade Association, whose members are Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay and Venezuela. Common list of tariff concessions, Acta de Negociacion de la Lista Comun, is a comparatively limited list of items on which member countries undertake to reduce duties to zero by 1972 when imported from each other. Individual lists of concessions, entitled *Lista Nacional de* (country), are issued annually by the Asociacion Latinoamericana de Libro Comercio, Montevideo, Uruguay.

A consolidated list of concessions granted by all LAFTA members, arranged by Brussels nomenclature, but useful mainly as a guide to commodities receiving concessions, is available from above address. The list contains an alphabetical index of commodities, and explanatory notes; 461 pp., $8.

CARIFTA. This designation refers to the Caribbean Free Trade Association, which became functional on May 1. The last two members, Jamaica and Montserrat, joined on Aug. 1. Other members include Antigua, Barbados, Dominica, Grenada, Guyana, St. Kitts-Nevis-Anguilla, St. Lucia, St. Vincent, and Trinidad and Tobago—i.e., all the English-speaking territories of the Caribbean except the Bahamas, British Honduras, and the British Virgin Islands. Goods shipped between the territories will be duty-free, except for alcoholic beverages and some consumer products. Duties on these products will be phased out over a five-year period commencing this past May 1 by the more developed countries (Barbados, Guyana, Jamaica, and Trinidad-Tobago), and over a ten-year period by the others. Duties on some raw materials for processing from outside CARIFTA may be reduced or removed in the future. No general CARIFTA schedule has been published as yet. Most of the areas listed use the SITC tariff nomenclature.

Argentina. BTN. LAFTA. Imports are

dutiable at rates ranging from 20% to 140% c.i.f. value. In general, automotive products are prohibited importation. Most imports require a 40% prior deposit held, interest free, for 180 days or until the goods clear customs, whichever is longer. OBR 67-76.

Preferential rates granted to specified imports from other LAFTA countries.

Periodically, the *Guia Practica Del Exportador E Importador,* Lavalle 1125, Buenos Aires, Argentina, publishes the complete Argentine tariff schedule.

Barbados. Two tariff schedules—preferential, applied to British Commonwealth countries, giving them an average 10-12% advantage—and general, applied to the U.S. A surtax of either 10 or 20% of the tariff duty plus a package tax of BWI $.25 (U.S. 13¢) per package is charged on all items. Tariff changes published in the Official Gazette, obtainable from Government Printing Office, Bridgetown, Barbados for about U.S. $5 per year. OBR 67-18.

Bermuda. Customs Tariff Act, issued annually, contains customs regulations, import duties, surtax, export duties and goods not subject to refund or drawback of duty. Obtainable from Secretary to Currency and Exchange Control Board and Bermuda Supplies Commission, Hamilton. Cost is moderate. Changes made only in annual revision.

Bolivia. BTN. New customs tariff, effective Sept. 6, 1965. Rates are specific or ad valorem, or a combination of the two, and are generally moderate. Duty-free entry or low rates are granted to imports of machinery and equipment for the mining industry and agriculture, and other capital goods required for economic development. High duties are assessed on non-essential or luxury-type goods and on goods competitive with domestic industry. An additional tax, ranging from 1% to 18% ad valorem, which incorporates the consular fee, sales tax, and warehousing fee previously assessed separately, is also collected on most imports. A customs surcharge of 10% of the c.i.f. value is levied on most imports (principal exceptions include foodstuffs, newsprint, and repair parts for aircraft and trucks. OBR 67-90.

Arancel Aduanero de Importaciones, published Sept. 5, 1965, as a supplement to the newspaper, *Presencia,* in a limited number of copies. Not available for purchase as published nor in translation by the *International Customs Journal.*

Brazil. BTN. LAFTA. Import tariff rates are mostly ad valorem and range up to 105%, with the majority falling between 25-60%. Most imports are subject to a Port Improvement Tax of 1% of c.i.f. value, a Merchant Marine Tax of 10% of ocean freight, and an Industrialized Products Tax ranging from 4 to 30% of duty paid value. OBR 67-66.

Preferential rates are granted to specified imports from LAFTA member countries.

Manual de Atualizacao da Tarifa das Alfandegas, in Portuguese, Rio de Janeiro, 1967. Contains introductory notes, index; serviced by revised loose-leaf pages. Rua Visconde de Inhauma, 58, Caixa Postal 1304—GB, Rio de Janeiro.

British Dependencies. Tariffs have two schedules—general applied to U.S. goods, preferential to Commonwealth goods. Lower preferential schedule and surtax give Commonwealth goods, with exceptions, average rough percent ad valorem trade advantage as follows: 10-12% in British Honduras, Bahamas; 5-10% in Leeward and Windward Islands (some of the islands use SITC); 4-5% in British Virgin and Turks and Caicos Islands; 2½% in Bermuda; and none in Cayman Islands.

Pertinent information about import tariff publications for one of the British Western Hemisphere dependencies follows:

Bahamas. Import Tariff Act 1967 includes regulations regarding importation, import duties, exemptions from import duties, export duties and prohibited imports. Available from Comptroller of Customs, Nassau, Bahamas, for a moderate price. Changes published in Official Gazette prepared in Nassau and obtainable for US$5 annually.

Canada. Customs tariff is mildly protective and three-column. Goods from United States are accorded most-favored-nation or middle rates. The lowest, or preferential rates, are reserved for the United Kingdom and other British Commonwealth countries; the highest, or general rates, apply to countries with which Canada has no treaty or trade agreement.

Duties on imports from United States and other MFN countries are generally in the 17½-25% range for most manufactured items which compete with Canadian production. Raw or partly processed materials and production equipment, including machinery of a kind not made in Canada, are subject to lower rates and some of them enter free.

A wide range of goods is subject to 12% sales tax and certain consumer goods are subject, in addition, to special excise taxes. Goods produced or manufactured in Canada, however, are also subject to these levies. Drawbacks of duties and taxes are granted on dutiable materials which enter into production of Canadian export items.

Participated in the Kennedy Round. Made significant tariff reductions on a broad range of items.

McGoldrick's *Handbook of the Canadian Customs Tariff and Excise Duties* includes alphabetical listing of rates by commodities, also the tariff after the official style with extracts from the Customs Act, important Customs Memoranda, sales and excise taxes, documentation requirements and trade agreements. Issued annually by McMullin Publishers, Ltd., 417 St. Peter St., Montreal. C$10 ($9.30) plus postage.

The Customs Tariff is the official tariff published by the Canadian Department of National Revenue. A loose-leaf consolidation showing rate schedule, with Customs Tariff Act, index to commodities and index to Regulations and Instructions in spring binder with index tabs. Up to date but without amending service C$10 ($9.30). With loose-leaf amending service C$15 ($13.95) annually. Queen's Printer, Ottawa, Ontario, Canada. Checks or money orders should be made payable to Receiver General of Canada.

Chile. BTN. LAFTA. Basic duties are low on goods essential for economic development and those not sufficiently available in Chile, such as certain foodstuffs, construction materials, machinery and parts and accessories, raw materials, and goods directly intended for agriculture, mining, or manufacturing industries. Goods not appearing on a relatively selective list of permitted imports are prohibited. Permitted imports are subject to basic duties, additional taxes, and surcharges. Prior deposits range from 0% to 10,000% of c.i.f. value. Some prohibited goods may be imported into the free zones of Arica, Magallanes, Aysen, and Chiloe. Preferential tariff rates are granted to specified imports from LAFTA member countries. OBR 67-69.

International Customs Journal, Number 150, Nov. 1967, includes import duties, customs rulings and interpretations, and special regimes.

Colombia. BTN. Food items and most consumer goods, especially those competing with domestic production, are dutiable at high rates. Raw materials, many semiprocessed and processed goods, as well as machinery and equipment, medicines, pharmaceuticals, and other essential products not produced domestically enjoy relatively lower duties. Prior import deposits range from 1 to 130% f.o.b. Preferential rates granted imports of specified products from other LAFTA countries. OBR 67-46.

Nuevo Arancel de Aduanas de Colombia is a loose-leaf edition containing import duty rates only for merchandise entering Colombia. Legislacion Economica, Ltda., Direccion y Administracion: Edificio de Seguros, Avenida Jiminez No. 8-49, Oficinas 201 a 205, Apartado aereo, 8646, Bogota.

Costa Rica. See Central American Common Market, at beginning of this section. OBR 67-65.

Dominican Republic. Tariff structure is composed of specific and ad valorem duties. Specific duties range generally from DR$0.01 ($DR = $US) to DR$5.00 per kilo, and ad valorem rates from 5 to 30% of the f.o.b. value, but with rates of up to DR$10 per kilo and 50% ad valorem on luxury-type goods. In addition, nearly all imports are subject to internal taxes ranging from 20 to 200% of the f.o.b. value. OBR 67-83.

Participated in the Kennedy Round.

Arancel de Importacion y Exportacion, 3rd Edition, published in 1960 by Editoria Handicap, Santo Domingo, based on Law No. 1488, dated July 26, 1947, as amended.

Ecuador. LAFTA. Specific duties, levied generally by weight, plus ad valorem duty on c.i.f. basis. Duties on consumer type goods are substantial; rates on raw materials, machinery, industrial equipment, and parts are moderate. Preferential rates are granted to imports of specified products from other LAFTA countries.

Prior import deposits and monetary stabilization surcharges on c.i.f. value, payable on imports not financed through free exchange market, are 35% (List I), 50%, 70%, 100% or 140% (List II), and 10% (List I) or 20% (List II) respectively. Prior deposits on import duties are 10% (List I), and 45% (List II). Additional surcharges of 10% or 15% of c.i.f. value on selected List II items. Deposits on duties and additional surcharges are payable regardless of exchange market used. OBR 67-48.

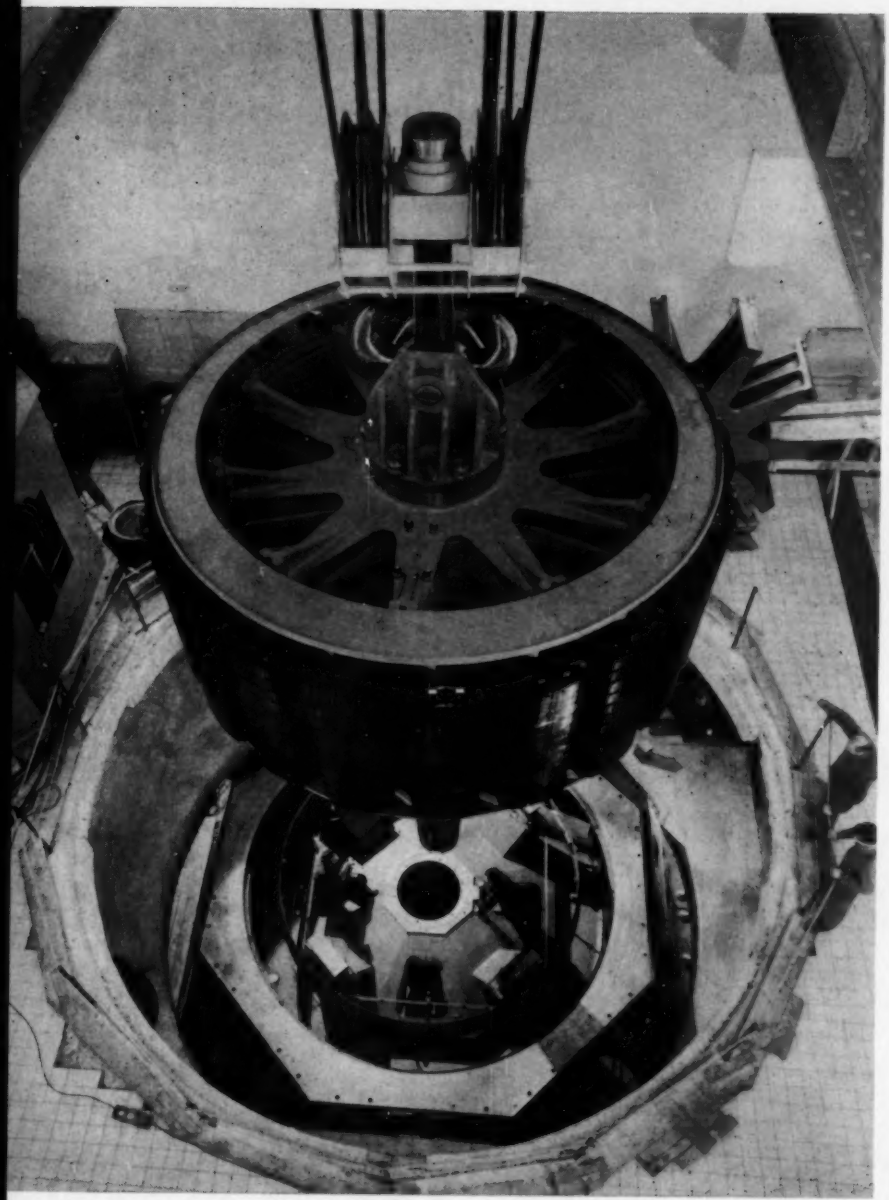
Ley Arancelaria y Arancel de Importacion (Supreme Decree No. 746, Apr. 2, 1965), published in the Registro Oficial, Apr. 6, 1965. Price and availability for purchase unknown.

El Salvador. See Central American Common Market, at beginning of this section. OBR 67-65.

French Dependencies. French Guiana, Guadeloupe, Martinique, and St. Pierre and Miquelon. Tariff structure is the same as Metropolitan France.

Guatemala. See Central American Common Market, at beginning of this section. OBR 67-65.

Guyana—Two tariff schedules—preferential, applied to Commonwealth countries—and general, applied to U.S. Commonwealth countries usually have 10-20% advantage. In addition, surtaxes on fruits, vegetables, spices, fats, precious metals and jewelry, most motor



MORE THAN 95% OF CENTRAL AMERICA'S TARIFFS have been equalized under a common external tariff. This imported electrical equipment is being installed at a Honduran power project. (World Bank)

vehicles, textiles and selected manufactured goods give them another 5-10% advantage. The Trade Classification List and Customs Tariff, 1966, obtainable from The Customs and Excise Department, Georgetown, Guyana for G$3 (U.S. $1.50) plus postage. OBR 66-84.

Haiti. BTN. Tariff has minimum duties (those appearing in the tariff) which apply to all countries granting most-favored-nation treatment to Haiti; conventional duties which apply to imports from countries with which Haiti has signed bilateral trade agreements as well as from the signatories of GATT; and maximum duties, amounting to twice the minimum tariff, which apply to imports from countries not included above.

Rates are specific, ad valorem, or a combination of the two, and range generally from 10-55% ad valorem. A luxury surtax of 4 or 6% ad valorem is collected on a wide range of products. A tax of 5% of the c.i.f. value is levied on many foodstuffs.

Excise taxes are collected on imported alcoholic beverages, cigarettes, petroleum derivatives and motor vehicles. Certain specialty goods imported for sale to tourists are exempt from ordinary customs duty and are subject only to a special tax of 5% ad valorem. OBR 67-34.

Tarif Douanier was published as a supplement to *Le Moniteur* (Official Journal of the Republic of Haiti), Oct. 2, 1961. Contains only limited information as to import restrictions or other controls affecting trade.

Honduras. See Central American Common Market, at beginning of this section. OBR 67-65.

Jamaica. Tariff has two schedules, with preferential applied to Commonwealth goods, generally about 5% ad valorem below general rates applied to U.S. goods, although 10%-20% below on textile and metal manufactures. Normal tariff moderate, despite use for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment, and high duties on competing imports to aid agriculture, processing, textile, and light metal manufacturing industries plus transport and utilities enterprises. High duties on consumer luxuries and durables. Surcharges from 10%-20% of duty. OBR 67-94.

Participated in the Kennedy Round. Significant tariff reductions on some items.

Mexico. BTN. High duties apply on most consumer and luxury-type goods and on products made locally. Over 75% of imports by value also are subject to requirement of prior license. Tariff rates are levied in pesos per unit of weight or measure, with an additional ad valorem duty based either upon the invoice value or an official valuation, whichever is higher. Preferential rates are granted specified imports from other LAFTA countries. OBR 66-62.

Nueva Tarifa del Impuesto General de Importacion (Reestructurada), 1967, loose-leaf. Includes rules for application of the tariff, import controls, and various other special regulations, as well as LAFTA concessions. Informacion Aduanera de Mexico, S.A., Avenida Amores 1544, Mexico 12, D. F. $62 plus $26 for loose-leaf replacement service.

Netherlands Antilles. Tariff rates generally low, ranging from 4.5% to 14%; rates on a few luxury items up to 55%. A pro forma license, issued by the Foreign Exchange Board is required for all imports except (1) those from the Netherlands, the United Kingdom, Surinam, the British and French West Indies, Guyana and French Guiana, and (2) a specified list of essential goods imported from the dollar countries of North, Central and South America. OBR 67-37.

Nicaragua. See Central American Common Market, at beginning of section. OBR 67-65.

Panama. SITC. High import duties apply to a few items, including those produced domestically, such as tobacco and tobacco products, leather goods, a few food items, such as dairy products, some paper and paperboard items and clothing. Goods subject to relatively low duties or free entry are: raw materials, many semiprocessed and processed goods as well as machinery, medicines, pharmaceuticals and other essential products. Surtax of 3½% ad valorem. (f.o.b. value) collected on all imports. OBR 67-84.

Paraguay: LAFTA. Most import items are subject to specific or ad valorem duties, and most non-essential items are subject to a prior deposit of 100% f.o.b. value as well. Ad valorem rates are based on c.i.f. value. Specific duties are not high, but are supplemented by an additional tax of 15% of c.i.f. value and a complementary tax of up to 24% of c.i.f. value. Imports are subject to a foreign exchange surcharge of up to 37% of c.i.f. value and a consular fee of 5% of f.o.b. value. OBR 66-95.

Preferential tariff rates are granted to specified imports from LAFTA countries.

Peru: BTN. LAFTA. Duties are assessed on

both specific and ad valorem basis. Ad valorem rates range generally from 20% to 100% of c.i.f. value (although running as high as 180%). There is a surtax of 4% of ocean freight charges, and a 1.5% surtax on all items except GATT. Effective June 26, a surcharge of 10% of c.i.f. value on all imports was put in effect until Nov. 30, when it will be reduced to 5%, terminating on Jan. 31, 1969. In addition, an import prohibition is in effect on nonessential goods until Mar. 31, 1969. GATT concessions have been suspended pending renegotiation on the basis of the new tariff schedule. OBR 67-93.

Preferential rates are granted to specified imports from LAFTA countries.

El Peruano, official publication of Peru, published complete tariff schedule in June 6th issue, 1967.

Surinam. Rates of duty relatively moderate and generally range from 5-60% ad valorem, with most duties falling between 10 and 40%. Conventional rates granted under GATT apply to imports from U.S. and other countries enjoying most-favored-nation treatment. OBR 67-27.

Trinidad and Tobago. SITC. Tariff has two schedules, with preferential applied to Commonwealth goods usually about 10% ad valorem below general applied to U.S. goods. Normal duty moderate despite use of tariff for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and high duties on competing imports to aid agricultural processing, textiles and light-metal manufacturing industries plus transport and utilities enterprises. Also, low duties on noncompeting foodstuffs but high duties on other foodstuffs and consumer durables. OBR 65-33.

Participated in the Kennedy Round. Significant tariff reductions on some items.

Schedules of Import Duties and Exemptions from Duties Imposed under Customs Ordinance, Ch. 32, No. 2 (dated Apr. 6, 1962) contains import duties and exemptions from them. Government Printing Office, Port of Spain, Trinidad, about US$0.62. Changes published in Trinidad and Tobago Gazette prepared at same location, $10.62 a year.

Uruguay.—LAFTA—Most import items are subject to ad valorem duties based on fixed customs valuations, called *aforos.* Some items are also subject to specific duties. All items are subject to miscellaneous port-handling fees, surtaxes, and other charges which amount to about 4% of the c.i.f. value. There are also additional general import taxes of 2.7%, 10.8% and 18% depending upon the essentiality of the item.

Non-essential imports are subject to a foreign exchange surcharge ranging from 10% to 300%, the latter figure being applicable only to automobiles and automotive goods. A prior deposit ranging from 150% to 400% of c.i.f. value is required when the amount of imports exceeds certain percentages of past import patterns. OBR 66-14.

Venezuela.—LAFTA. National schedule follows CUCI nomenclature (similar to SITC). Duties are high on consumer goods, luxury items, and goods competing with domestic production, many of which carry ad valorem charges of up to 100% in addition to specific duties levied by weight or volume on imports in general. The Supplemental United States—Venezuelan Reciprocal Agreement of 1952 provides for mutual most-favored-nation treatment. Consular fees, levied ad valorem, range from 2 to 3½%. OBR 68-15.

The designations WACU and UDEAC refer, respectively, to: the West African Customs Union, whose members are Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal and Upper Volta; and the Central African Customs and Economic Union, whose members are Central African Republic, Cameroon, Gabon, Congo (Brazzaville), and Chad. The Central African Republic and Chad have, however, terminated their membership in the UDEAC as of Dec. 31, 1968 and are presently, with the Congo (Kinshasa), establishing a new regional grouping, The Union of Central African States (UEAC).

Algeria. BTN. Four-column customs tariff: Column One, with lowest rates, applies to France; Column Two, with higher rates, applies to the other five EEC countries; Column Three, with still higher rates, applies to countries affording most-favored-nation treatment to Algeria, including the U.S.; Column Four, with maximum rates, applies to all other countries. Duties on most U.S. goods range from 3 to 42%, depending on whether they are deemed essential or luxury items. A Production Tax and a Luxury Tax are levied on certain imports in addition to miscellaneous customs surcharges. OBR 64-122.

Tarif des Droits de Douanes d'Importation (with amendments). Looseleaf edition includes import duty rates and taxes. Imprimerie Officielle de l'Algerie, 9, rue Trollier, Algiers.

Angola. BTN. One-column tariff with import duties applied equally to goods from all countries, except those goods from Portugal and its overseas Provinces which benefit from lower or preferential rates. Duties average between 10 and 20%. Additional import taxes are a 2.5% Development Fund of the Province tax and a small Stamp Tax. OBR 67-4.

The International Customs Journal, Number 10, Feb. 1967, contains a full schedule of import duty rates for Angola.

Botswana. BTN. Duties and taxes are the same as for South Africa.

Burundi. BTN. Two basic customs charges. Non-preferential fiscal tax averaging 15% to 35% ad valorem, and an entry fee of from 2% to 5% on selected items. Imports from the EEC and the Franc Zone are exempt from payment of the entry fee. There are no additional customs surcharges.

The International Customs Journal, No. 47, (2nd edition) May 1968, contains a full schedule of import duty rates for Burundi.

Cameroon. BTN. Member of UDEAC. Two basic customs charges; (1) Nonpreferential import duty averaging 20-25% ad valorem; and (2) customs duty or common external tariff (CXT) averaging approximately 20% ad valorem. Imports from the EEC countries and from members of the Franc Zone are exempt from payment of the customs duty.

A turnover tax equal to 10% of the value of the goods plus customs and import duty paid is assessed on a non-discriminatory basis by all UDEAC members on all dutiable goods. Cameroon imposes an additional tax, ranging from 5% to 35% ad valorem on most dutiable goods. OBR 64-98.

The International Customs Journal, Number 66, Aug. 1966, contains a full schedule of import and customs duty rates, plus applicable taxes for each of the UDEAC countries.

Central African Republic. Same as for Cameroon except the additional tax ranges between 5 and 25% ad valorem and is applied to a limited number of commodities. OBR 64-98.

Chad. Same as Cameroon except the additional tax may go as high as 45% ad valorem though the tax is applied to only a very limited group of commodities. OBR 64-98.

Congo (Brazzaville). Same as Cameroon except the additional tax does not exceed 15% ad valorem and is applied to a limited variety of goods. There is also a Brazzaville municipal tax of 20% ad valorem on all imports into Brazzaville. OBR 64-98.

Congo (Kinshasa). Member UEAC. A two-column tariff schedule employing both import duties and customs duties was adopted in 1968. Duties are applicable non-preferentially to imports from all countries except other members of UEAC. Duties reach 100% ad valorem but average approximately 30-40% ad valorem. In addition, a statistical tax of 3% is levied on all imports. OBR 68-76.

Tarif des Droits d'Entree, 1968. Complete schedule of import duties. Copy of tariff and amendments available from La Chambre de Commerce et d'Industrie de Kinshasa.

Dahomey. BTN. Member of WACU. Four-column customs tariff. Lowest rate applies to imports from other members of WACU (half the EEC rate). Higher rate applies to goods from the EEC and non-WACU members of the Franc Zone. Still higher rates apply to goods from other countries having a formal trade relationship with Dahomey (includes the U.S.). Highest rates are applied to imports from all other countries. Duties on most goods from the U.S. average approximately 20% to 30%. In addition there is a 1% statistical tax on all imports. OBR 64-60.

Ethiopia. One-column customs tariff with import duties applied equally to goods from all countries. Many items of agricultural and industrial machinery, and other essential commodities are duty-free. Most goods are dutiable at from 10% to 30% ad valorem. Except for agricultural and industrial machinery, all imports are subject to additional import taxes: transaction tax of 12%; a municipality tax of 1% ad valorem; plus excise taxes on certain items. OBR 66-12.

The Customs Tariff of Imports and Exports, the Dept. of Customs, P.O. Box 3248, Addis Ababa, contains a full schedule of import duty rates.

French Territory of Afars and Issas (formerly French Somaliland). Djibouti, the capital and only port of entry, is a free port and a major entrepot for Ethiopia. There are no customs duties. Consumption tax of 18% is levied on all imports for local consumption. Tobacco is subject to a sales tax of 20%; alcoholic beverages and perfumes also are subject to a sales tax. Goods in transit to or from Ethiopia are exempt from all such local taxes.

Gabon. Same as Cameroon except the additional tax is rarely imposed. OBR 64-98.

Gambia. Two-column customs tariff with lowest import duty rates applied to goods from the United Kingdom or other countries of the British Commonwealth, and higher rates on imports from all other countries. The latter average between 12½% and 25%. There are no additional taxes on imports.

The Gambia Customs Tariff, 1965, published by the Gambian Finance Ministry, contains a full schedule of import duty rates.

Ghana. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Ad valorem duties average from 10 to 66⅔%, with luxury items as high as 100%. Duties frequently change. Additional taxes are a purchase tax on motor vehicles ranging between 5% and 100%; an excise tax on specific items; and a sales tax of 11½% on most products. OBR 66-77.

The Customs and Excise Tariff, 1966, of Ghana (with amendments), published by the Ministry of Finance and available through Ghanaian Customs and Excise Offices, contains a full schedule of import duty rates and other taxes.

Guinea, Republic of. BTN. One-column customs tariff with import duties applied equally to goods from all countries. Duty rates average between 5 and 40%, with some rates as high as 100%. Lowest rates apply to essential food, clothing, consumer goods, and industrial equipment, with highest rates on nonessential consumer or luxury items. Additional import taxes are an equalization tax ranging from 10 to 25%, and a small statistical tax on some items.

The International Customs Journal No. 171: Guinea (Republic of), Oct. 1964. Contains import and export duties and taxes.

Ivory Coast. BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from EEC and its Associated Overseas Countries (AOC's) are exempt from the customs duty. Additional import taxes are a special import duty of 10% on all except capital goods; a tax on value added ranging from 8 to 43%, depending upon the commodity; and appropriate excise taxes. OBR 64-60.

The International Customs Journal 172, Dec. 1967, for the Ivory Coast, contains a complete schedule of import duties and taxes.

Kenya. One-column customs tariff with import duties applied equally to goods from all countries outside the East African common market. Member of the East African common market with Uganda and Tanzania, with import duties and taxes virtually nonexistent on shipments between the three countries.

Many items essential for education, health, or economic development purposes are duty-free. On other items, ad valorem rates average between 15 and 37½%. Suspended duties occur on a few items and are occasionally imposed. Additional excise taxes are levied on alcoholic beverages, sugar, tobacco products, and mineral waters. OBR 66-40.

Kenya Gazette Supplement No. 95 of Dec. 5, 1967 comprises the complete customs tariff schedule for this East African nation.

Lesotho. BTN. Duties and taxes are the same as for South Africa.

Liberia. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties average from 10 to 30%. Items deemed essential for education, health, or economic development (particularly mining) are admitted duty-free. OBR 64-90.

Tariff Act of 1966, with amendments, published by the Liberian Treasury Department, contains a complete schedule of import duty rates.

Libya. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Most dutiable items are subject to ad valorem duties which average between 5 and 25%. Numerous items considered essential for education, health, or economic development (particularly machinery) are admitted duty-free. There is a surtax on dutiable goods of 5% of the amount of duty paid. OBR 65-29.

The International Customs Journal No. 51, of the Kingdom of Libya, Oct. 1963 (with amendments) contains a full schedule of import duties.

Malagasy Republic. BTN. Two basic customs charges: (1) Customs duty averaging between 5 and 10%; and (2) nonpreferential import tax averaging between 11 and 31%. Goods entering from France and the franc zone and the five other EEC countries are exempt from the customs duty. Additional taxes include a business transactions tax of 2% ad valorem on imports by registered importers (otherwise the rate is 5%), and a consumption tax on a few specified items. OBR 63-141.

The International Customs Journal, Number 107, Oct. 1966, contains a full schedule of import duty rates for the Malagasy Republic.

Malawi. BTN. Three-column preferential customs tariff with the lowest rates applicable to imports from the United Kingdom. Somewhat higher rates are accorded members and former members of the British Commonwealth. Imports from all other countries pay the general (highest) rate of duty.

Ad valorem duties on imports from the U.S. average between 5 and 30%, with duty-free status on a number of items. Dumping duties may also be imposed on imports where the Minister of Finance deems such action necessary. There are no additional taxes on imports, except for excise taxes on alcoholic beverages and tobacco. OBR 68-2.

Participated in the Kennedy Round.

Boe's Customs Index, Section IV, Republic of Malawi; contains information on import duties, dumping duties, duty suspensions and exemptions, drawbacks and rebates, trade agreements, and export and import controls. Boe's Index (Pvt.) Ltd., P.O. Box 1710, Salisbury, Rhodesia.

Mali. BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty (for revenue) which averages between 5 and 25%; and (2) customs duty which averages between 2 and 25%. All goods from the EEC countries and the Franc Zone are exempt from the customs duty. Additional import taxes are a standard import tax ranging from 5.73 to 47.8%, a special import tax ranging from 6 to 15%, and other miscellaneous taxes. OBR 64-60.

The International Customs Journal No. 173, Oct. 1964, contains information on import duties and taxes for Mali.

Mauritania. BTN. Member of WACU. Two

MANY ITEMS ESSENTIAL TO DEVELOPMENT are duty free in some African states. This imported tractor is helping to harvest one of the primary products which are the Continent's chief exports. (World Bank)

SUDAN MAINTAINS A TWO-COLUMN TARIFF which gives preference to imports from the UAR. The nation's Customs Tariff lists both import and export duties. (World Bank)

basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from the EEC and its Associated Overseas Countries (AOC's) are exempt from customs duty. Additional import taxes are a standard importation tax ranging from 20 to 30%; a turnover tax ranging from 10 to 22%; small statistical tax of ten CFA francs (about 4¢) per item, metric ton, or postal parcel; plus appropriate excise taxes. OBR 64-60.

Tarifs d'Entree et de Sortie, Feb. 1962. Imprimerie Nationale, Rufisque, Senegal. Contains information on import and export duties and taxes.

Mauritius. SITC. Two-column customs tariff. Preferential duty rates apply to imports from the United Kingdom and the British Colonies, Canada, Australia, New Zealand, Republic of South Africa and South West Africa, India, Rhodesia, Pakistan, Republic of Ireland, Ceylon, and Burma. Higher import duties apply to goods from all other countries (including U.S.). Ad valorem rates on U.S. goods average approximately 30%.

Morocco. BTN. Two-column customs tariff. First column gives the maximum import duty which may be applicable on a particular item; second column gives duty rate actually in effect. Rates of second column apply equally to imports from all countries, giving Morocco a completely nonpreferential tariff. Virtually all duties are ad valorem and average between 5 and 40%, with duty rates on some nonessential consumer and luxury items or locally produced goods running as high as 100%. Additional import taxes are a special ad valorem tax of 2.5%; a stamp tax of 1%; a tax on products of between 6 and 12% (usually 8%); and other miscellaneous taxes levied on certain goods. OBR 63-110.

The International Customs Journal No. 132, Morocco (Kingdom of), Oct. 1962 (with amendments). Contains a full schedule of import duties. Generally reliable for current usage.

Mozambique. BTN. One-column tariff with import duties applied equally to goods from all countries except Portugal and its overseas provinces, which benefit from reduced preferential rates. Ad valorem rates average approximately 15 to 20% for most goods imported from the U.S. Surcharges ranging from 1.5% to 90% ad valorem are collected on most commodities. In addition there are various small taxes such as the stamp tax, lighthouse duty, and similar fees assessed on imported goods. OBR 66-85.

The International Customs Journal, Number 19, Apr. 1967, contains a full schedule of import duty rates for Mozambique.

Niger. BTN. Member of WACU. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from the EEC countries and the franc zone are exempt from the customs duty. Additional import taxes are a statistical tax of 1%; a standard tax of 22%; a turnover tax ranging from 10% to 22% (ad valorem, c.i.f.), and excise taxes which apply to certain items. OBR 64-60.

Nigeria. BTN. One-column customs tariff with import duties applied equally to goods from all countries. Ad valorem rates average between 25 and 40%, with nonessential or luxury items dutiable to 100%. A number of essential items for human welfare and economic development are duty-free. There are no additional taxes on imports except excise taxes on certain items and a purchase tax on gasoline and diesel oil. Preferential treatment is to be accorded the EEC on 26 commodities under terms of the EEC-Nigerian Association, which has not yet been ratified. OBR 63-122.

The Customs Tariff Act, 1965 (with amendments) published by the Nigerian Ministry of Information in the Official Gazette, Vol. 52, Number 59, contains a full schedule of import duty rates for Nigeria.

Rwanda. BTN. Two basic tariff charges; (1) a non-preferential Revenue duty averaging 10 to 15% ad valorem and a Customs duty averaging 15 to 20% ad valorem. Products imported from the EEC countries and members of the franc zone are granted a 15% reduction in the Customs duty. A statistical tax of 3% is assessed on all imports.

The International Customs Journal No. 73, Rwanda, Feb. 1965, contains information on all import duties.

Senegal. BTN. Member of WACU. Two basic customs charges: (1) nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from the EEC countries and the franc zone are exempt from the customs duty. Additional import taxes are the same as those for Mauritania, with the addition of a specific tax on petroleum products ranging from 15.5 to 25.5 CFA francs (about 6¢ to 10¢) per liter. OBR 64-60.

Tariff publication the same as for Mauritania.

Sierra Leone. BTN. One-column customs tariff with duty rates applied equally to shipments from all countries. Ad valorem rates average approximately 35%, with higher rates on nonessential consumer or luxury items. There are no additional taxes on imports, with the exception of excise taxes on imported proof spirits. OBR 67-28.

The Sierra Leone Government Customs and Excise Tariff, Mar. 1967, available from the Sierra Leone Government Bookshop, Freetown, contains a full schedule of import, export and excise duty rates.

Somali Republic. One-column customs tariff with import duty rates applied equally to goods from all countries. Import duties average between 30 and 40%. Additional taxes include an administrative and statistical fee of 8% ad valorem, a small harbor tax and stamp tax, and a purchase tax on certain specified goods which ranges from 15% to 80% ad valorem. There is also a specific surtax on imported sugar and alcoholic beverages. OBR 67-30.

South Africa, Republic of. BTN. Three-column customs tariff. Preferential import duties (minimum rates) are applied to certain shipments from the United Kingdom, British Colonies, and other specified nations of the British Commonwealth. Most-favored-nation duties (intermediate rates) apply to shipments from most other countries, including the U.S. General duties (maximum rates) are applied to a few countries which do not qualify for the minimum or intermediate rates.

A number of items enter duty-free from U.S. Ad valorem duties on U.S. goods average between 5 and 20%. Dumping duties are imposed when the Minister of Finance deems such action necessary. There are no additional taxes on imports except for excise taxes on a few items. OBR 68-33.

Participated in the Kennedy Round. Made limited tariff reductions on some items.

Jacobsen's Customs Tariff Book contains a full schedule of import duties, plus information on dumping duties, drawbacks and rebates, trade agreements, and other customs regulations. K. J. K. Jacobsen, 422 City Centre, 272 Pretorius Street, P.O. Box 1878, Pretoria.

Southern Rhodesia. A single-column customs tariff introduced in Feb. 1967 enables imports from most countries to compete equally on basis of old Column B or intermediate rate; preferential rates are retained for Rhodesia's trading partners in Southern Africa: South Africa, Swaziland, Botswana, Lesotho, Portugal, Angola, Mozambique and Malawi.

Boe's Customs Index, Section II, Rhodesia, contains a full schedule of import duty rates and other regulations (see Malawi).

Spanish Africa. BTN. The Spanish customs laws prevail in all Spanish possessions, though for many commodities the import duties are lower. In general, goods which enter Spain at less than 10% duty also enter the Spanish African possessions at the same rates. If the Spanish duty is between 10% and 40% the goods enter Spanish Africa at 10% duty, if above 40%, at 15% duty. A statistical and customs handling fee of 0.75% ad valorem is levied on all foreign imports. In addition these goods are subject to any indirect taxes levied upon national goods. No customs tariff applied against inter-Spanish trade, otherwise prevailing rates are applicable to all countries without preference.

Customs Tariff Classifications and Rates, in Spanish, published in the *Boletin Oficial del Estado,* Number 196, Aug. 17, 1961. Government of Spain, Madrid.

Sudan. Two-column customs tariff. Preferential import duties are applied to products originating in and imported directly from the United Arab Republic (Egypt). Higher duty rates are applied to all goods (including those of U.A.R. origin) imported from all other countries. Ad valorem duties average between 10 and 50%. Duties from 200 to 400% are common on wines, and specific duties on tobacco and spirits average between 3 and 6.5 Sudanese pounds (about $8 to $19) per kilogram and liter, respectively. Additional taxes on imports are a quay tax of 1.2%, an import surcharge of 5% ad valorem on all imports,

and other miscellaneous taxes and royalties on certain items. OBR 66-63.

The Customs Tariff, published by the Republic of Sudan Customs Department, contains a complete schedule of import and export duties.

Swaziland. BTN. Duties and taxes are the same as for South Africa.

Tanzania (Tanganyika and Zanzibar). Tanzania is a member of the East African Common Market with Kenya and Uganda. Information for Tanzania is the same as that summarized for Kenya. OBR 66-40.

Togo. BTN. Non-preferential duty rates average approximately 20%. Duties are lowest on essential consumer and capital goods and highest on nonessential and luxury items. Additional import taxes are a transaction tax of 17%; a stamp tax of 2%, plus other miscellaneous smaller taxes levied on specific items. OBR 64-60.

Tarif Official des Douanes April 1958 (1963 edition), published by the Chamber of Commerce, Agriculture and Industry of Togo, contains a full schedule of import and export duty rates.

Tunisia. BTN. Two-column customs tariff with import duties applied equally to goods from those countries with which Tunisia has a trade agreement or are members of the GATT, including the U.S. Imports from all other areas are assessed duties calculated at three times the minimum rate. Virtually all duties are ad valorem with rates averaging between 5 and 20%.

A large group of commodities imported from France receive substantial, 40 to 50%, reductions in import duties. A number of items enter duty-free.

Additional taxes on imports are: (1) customs formality tax of 1.8%; (2) production tax, levied on most items at rates between 12.5 and 15.5%; and (3) a consumption tax, consumption customs duty, and national defense fund surtax which are levied on certain items at varying rates. OBR 65-56.

The International Customs Journal No. 89; Tunisia, Oct. 1961. Contains a full schedule of import and export duties.

Uganda. Same as Kenya. Member of East African common market with Kenya and Tanzania. OBR 66-40.

Upper Volta. BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 15% and 20% ad valorem; and (2) a customs duty which averages approximately 10%. All goods from the EEC and the Franc Zone are exempt from the customs duty. Other ad valorem taxes on imports include a statistical tax of 1%, a development tax of 10%, a compensatory tax of 3%, and a support tax of 1.5%, plus other small taxes on specific commodities. In addition there is a surtax of 25% of the amount of taxes paid. OBR 64-60.

The International Customs Journal No. 178, Jan. 1968 contains a complete schedule of import and export duties for the Republic of Upper Volta.

Zambia. One-column tariff schedule with duties assessed equally on imports from all countries. Ad valorem rates range between free and 30%, with most commodities dutiable at approximately 10%. There are no additional taxes on imports, except for excise taxes on imported cigarettes. OBR 67-20.

Boe's Customs Index, Section III, Republic of Zambia contains a full schedule of import duty rates and other regulations (see Malawi).

Australia. BTN. Preferential duties accorded British Commonwealth countries. Surtaxes (primage duty) of either 5 or 10% levied on many items. Most duties are ad valorem although some are specific or a combination of the two. Tariff provides for some very high rates of duty, particularly on consumer goods. However, many imports, mainly producers' goods, enter free or at reduced duty under customs by-law treatment, when not available from domestic sources of supply. OBR 68-38.

Customs and Excise Tariffs includes import and primage duties. Available from Department of Customs and Excise, Canberra, A.C.T.

Cambodia. BTN. Tariffs based on c.i.f. value of import. Duties designed for revenue, but protective rates set for some agricultural products and manufactures produced locally. Goods deemed useful to industrial or agricultural development enter free or at relatively low rates. All imported goods subject to surtaxes of specific type and to a turnover tax, which is 12% ad valorem for most imports. Duty exemption for capital equipment and raw materials is available under the 1957 investment law in connection with new private foreign investments. OBR 65-2.

Tarif des Droits de Douane du Cambodge, 1959, includes import and export duty rates, general rules for interpretation of tariff nomenclature, trade restrictions, taxes. Direction des Douanes et Regies, Phnom Penh. Single copy, 3,500 riels ($100).

Hong Kong. Free port. Duties levied only on alcoholic beverages, methyl alcohol, tobacco and tobacco products, hydrocarbon oils (petroleum products) and table waters. Based on SITC nomenclature. OBR 64-77.

Directory of Commerce, Industry and Finance, 1965. Single bound annual edition includes duty rates, tax rates, licensing and other documentation requirements for imports, exports and exchange. Hong Kong Department of Commerce and Industry, Printing Department, 81-115 Java Rd., North Point, Hong Kong. Single copy, HK$4 (US$0.70).

Indonesia. Duties levied according to the essentiality of the import range from free to 100%, c. & f. Import valuation is calculated at exchange rate of Rp. 240 per U.S. dollar for purposes of duty assessment. Imports may be made through: (1) foreign exchange allocated by the government for essential commodities at a rate approximating the open market BE rate (a combined import/exchange license is required); (2) export bonuses (BE's), available at the rate of Rp. per U.S. dollar set monthly, which may be used to import fairly essential commodities; and (3) DP or complementary foreign exchange, available at the rate of Rp. per U.S. dollar, set each month, which may be used for less essential commodities. OBR 68-53.

Tariff Book of the New Indonesian Customs Import Duties contains import tariffs and luxury taxes. Issued February 1968 by Bureau of Customs.

Japan. BTN. Duties generally range from free to 40%, with raw materials duty-free or at moderate rates. Most common rate for machinery is 15%; for chemicals, 20%; and for textiles and made-up clothing, 15 to 30%. Highest rates apply to items such as confectionery, liquors, cosmetics, furs, jewelry, and automobiles. In addition, commodity taxes ranging from 5 to 40% are applied on many consumer and luxury-type goods sold in the Japanese market. OBR 65-11.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Customs Tariff Schedules of Japan, 1968. Japan Tariff Association, 2, Honshio-cho, Shinjuku-Ku, Tokyo. 3,000 yen ($8.33), includes postage.

Korea, Republic of. BTN. High duties assessed on consumer and luxury items but moderate rates for essential goods and commodities not locally produced. Certain commodities for specified industries are duty-exempted. No general preferential tariff treatment based on country of origin, but imports financed with AID funds subject to duty rates at 50% of regular schedule. Commodity taxes range from 2 to 60% levied on selected commodities sold in Korea. OBR 67-55.

Participated in the Kennedy Round.

Tariff Table, Republic of Korea. Korean Customs Assn., Seoul. $5.09 for 1968 edition, includes postage.

Laos. BTN. Tariff duties are ad valorem, calculated on c.i.f. Laos kip value; some commodity imports carry specific rates. Duties on luxury and semiluxury articles, motor vehicles and buses and goods in competition with domestic goods are high (30 to 60%). Raw materials and machinery carry relatively low duties (0 to 25%). A general internal tax and several import taxes are levied on a number of items.

Tarif des Droits de Douane d'Importation et d'Exportation contains import and export duties, special import, export and other taxes, commercial agreements, general rules on the interpretation of terms used. Issued in 1964 by the Direction des Douanes et Regies, Ministere des Finances, Vientiane.

Malaysia. SITC revised. Applies Commonwealth preferences on a selected list of products. Many items, especially machinery and

other industrial equipment, free of duty. Other duties vary from 5% to 100% (c.i.f.) for a few items. Labuan and Penang are free ports for a wide range of commodities. OBR 67-35.

Import tariff rates for the entire Malaysian area are being coordinated with the creation of a Common Market. Revisions are published in the Official Government Gazette, in English, obtainable from the Government Printing Department, Kuala Lumpur, for a nominal fee.

New Zealand. BTN. Preferential duties granted Commonwealth countries. Duties on consumer goods range from 20 to 80%; on capital goods from 20 to 50%; and on raw materials nil or low. Sales taxes of 10% and 20% apply to a wide range of nonessential commodities. For conservation of foreign exchange most imports must be licensed.

Participated in the Kennedy Round. Made significant tariff reductions in some commodities. OBR 68-42.

Customs Tariff of New Zealand includes import duties, prohibited and restricted imports including sanitary regulations. Available from Comptroller General, Customs Department, Customs House Quay, Wellington, NZ$3.30 (US$3.70) for annual edition including amendments.

Philippines. BTN. High duty rates on certain luxury items and on foreign goods competing with products of local manufacture. Low duty rates on imported items considered essential to economy. Import duties can be waived for basic-industry imports. Sales taxes assessed on most imports. Compensating tax (levied in lieu of sales tax) for products imported by end user. Ten percent tariff preference granted to goods of U.S. manufacture until Jan. 1, 1974. OBR 67-75.

Tariff and Customs Code of the Philippines, Manila, Bureau of Printing, 1957, gives product classifications and listing of import duties and regulations.

Singapore. SITC. Free port for a wide range of items. Consumer goods such as air conditioners and some other household goods and equipment are dutiable at rates ranging from 10% to 50% ad valorem (c.i.f.), and a specific tax, whichever is higher. Special import licenses required and quotas set for some items. OBR 67-73.

Singapore Trade Classification and Customs Tariff 1968. In addition to tariffs, contains notes on trade classification, customs procedure, country classification and interpretation of terms used. May be purchased from The Government Publications Bureau (Ground Floor), Singapore. Price: $8.

Taiwan. Duty rates range from free to 160% ad valorem. In general, duties under 20% apply to books, raw materials, certain machinery and fuels; between 20 and 40% to products essential to education and health; between 40 and 80% to most manufactured articles; and above 80% to luxuries and certain textiles. Surtaxes on all imports include: defense surtax, 20% of assessed duty; harbor dues 3% ad valorem. OBR 64-89.

Classification of Import Commodities, Mar. 1, 1964, published by the Foreign Exchange and Trade Commission, Nan Chang St., Section 1, Taipei. In addition to tariffs, it includes regulations for control and classification of import and export commodities and the applicable controls on each commodity.

Thailand. BTN. Duties primarily for revenue, relatively low for most imports, i.e., 10-30% ad valorem on the c.i.f. value of the import. Commodities for economic development are often on free list. Higher duties applied to promote use of domestic raw materials (e.g., glutamic acid), as protection for domestic agricultural products (e.g., sugar, edible copra), protection of growing light industrial sector (e.g., vegetable and fruit preservatives), and to protect officially "promoted" industries considered necessary for economic development.

Business tax ranging from 2 to 25% levied on most commodities, frequently calculated on an inflated base. OBR 64-54.

Customs Tariff Decree B.E. 2503 (1960), published by Statistics Division, Department of Customs, Ministry of Finance, Bangkok; bound edition. In addition to tariffs, includes interpretation of terms used and regulations for control and classification of import and export items.

Viet-Nam. BTN. Most essential raw materials, machinery and equipment are exempt from duties; nonessentials, luxuries and goods competing with domestically produced items are subject to high rates and to an "austerity" tax ranging from 40% to 350% ad valorem. Most imports are also subject to a perequation tax ranging from VN$10 to VN$140 per US$1 c.i.f. value. Under the Investment Decree Law of Feb. 14, 1963, exemption from or reduction of customs duties is offered in connection with essential foreign investments. OBR 64-49.

Tarif des Douanes du Viet-Nam contains import duty rates. Available only in Vietnamese, it can be used in conjunction with the Brussels tariff schedule and a complete revision published in issue No. 37 of the Official Journal of the Republic of Viet-Nam dated July 23, 1966.

Afghanistan. While all import duty rates are levied on an ad valorem basis, arbitrary values also are fixed for many commodities, complicating computation of the actual duty incidence between items dutiable at a low or high rate. Generally speaking, the highest duties apply to consumer goods. No preferential rates. Additional duty of 4% ad valorem applies on all items except imports by government monopolies. Importers are charged 2% ad valorem for handling and administrative expenses and 1% ad valorem as a compulsory donation to the Red Crescent Society (Red Cross). Luxury taxes ranging from 3 to 25% on 14 items. Motor vehicles, tobacco products, sugar products, and liquor are subject to monopoly tax. OBR 68-13.

Bahrain. Tariff lists 104 items ranging from 5 to 35% ad valorem; majority are 10%. No preferential rates; no surtaxes.

Bahrain Customs Ordinance, 1950, includes customs ordinance, list of prohibited goods, import and export duties and other customs fees and charges. Bahrain Government, two rupees (about 50 cents).

Burma. Most rates are ad valorem. Rates generally range from 15 to 200%, with higher rates on luxuries such as confectionery and alcoholic beverages. Many items are duty free, including grains; agricultural implements; dairy and poultry appliances; insecticides, fungicides, and similar products. No preferential rates. With trade nationalized and most imports procured on open international tenders, the tariff serves primarily revenue and price control functions. A sales tax is levied on imports at rates of 5, 10, or 15%, depending on their essentiality.

Union of Burma Customs Tariff, First Issue, 1960 (as amended).

Ceylon. BTN. Ad valorem rates predominate. Most rates fall in the 30-150% range, although rates on non-essential and luxury items range up to 310%. Many items are duty free, including grains, basic chemicals, iron and steel, unwrought nonferrous metals, and most industrial machinery. Commonwealth preferences, 10 percentage points in most cases, apply on many items. There are no surtaxes on imports. OBR 67-95.

Ceylon Government Gazette Extraordinary, No. 14,813/2, Aug. 2, 1968, Government Press, Colombo.

Cyprus. BTN. Rates range from 4 to 150% with only a few items at the highest rates, some luxury items between 40 and 60% and many items at the 8 to 16% level. There are a substantial number of free items including most agricultural machinery, fertilizers, cereals, petroleum and ores. Preferential rates apply to goods of British Commonwealth origin. No surtaxes. OBR 65-83.

Cyprus Customs and Excise Tariff, 1968, Printing Office of the Republic of Cyprus, Nicosia, $9.60.

India. Many tariff rates are modified by notes showing exceptions or different rates. Most duties are ad valorem. Rates range up to 100%, but most items fall in the 20-50% range. Generally, agricultural machinery is dutiable at 15%; industrial machinery and primary raw materials at 27½%; intermediates, other raw materials and chemicals at 50% and consumer goods at 100%. Preferential rates apply to certain imports from the United Kingdom, British Colonies, and Burma. There are no customs surcharges, but

many imports are subject to excise duties. OBR 67-6.

Participated in the Kennedy Round.

Indian Customs and Central Excise Tariff, Fifty-seventh issue, as in operation on June 30, 1967: Volume I, "Customs Tariff," $0.90, contains import and export duties, and cesses (export taxes); Volume II, "Central Excise Tariff," $0.90, contains customs excise tariff only. Department of Commercial Intelligence and Statistics, Calcutta.

Iran. Tariff consists largely of specific rates (nonpreferential). Exempted items include grains and flour, fish, milk, fertilizers and aircraft and parts. Ad valorem duties range from 5 to 100%. Low rates levied on most types of capital machinery, drugs and medicines, while rates on such consumer goods as passenger cars, radios and furs are substantial. A commercial profits tax is levied on most imports. Numerous surtaxes. OBR 67-54.

Iraq. BTN. Ad valorem duties predominate, although many are specific. Lowest duties apply to petroleum products, paints, paper, tools, industrial refrigerators, bicycles and machinery. Some agricultural implements, industrial machinery and chemicals are free of duty. High duties apply to beverages, tobacco, leather goods, clocks, watches and furniture. Preferential rates apply to specified products imported from certain Arab countries. OBR 64-131.

Israel. BTN. Tariff (nonpreferential) is predominantly ad valorem in all categories of commodities except food, beverages, tobacco, and textiles. Rates are generally high, mostly in the range of 25 to 80%. High purchase taxes are levied on some commodities. Surcharges levied on a large number of commodities. An English language edition, *Customs Tariff*, is published as Business Diary Tariffs and Fees, a periodical service of English translation of Israeli laws and regulations. OBR 67-19.

Participated in Kennedy Round. Significant tariff reductions on a broad range of items.

Current edition of the customs tariff is dated Jan. 1, 1968. Contains import duty rates, purchase taxes, and surcharges. $11.43. Business Diary, 37 Harbor St., P.O. Box 1313, Haifa; or 49 Yehuda Halevy, P.O. Box 2911, Tel Aviv.

Jordan. BTN. Most rates are ad valorem, ranging from 1 to 100%. The majority of duties, however, are relatively low. A number of foods, minerals, fertilizers, chemicals and industrial and agricultural machines fall in the 0 to 14% range. Rates in excess of 35% apply chiefly to nonessential goods and items competing with products of Jordanian industry. Additional import surcharges and taxes are also levied. Preferential rates apply to specified products imported from certain Arab countries. OBR 64-115.

Jordan's Customs and Excise Law, and Tariff Rates, Jan. 1, 1964, printed by Ministry of Finance-Customs.

Kuwait. A duty of 4% ad valorem is levied on all dutiable goods imported into Kuwait except liquor and liquefied petroleum gas (100%). Preferential rates apply to specified products imported from certain Arab countries. No surcharges. The Kuwaiti tariff is not published because of the uniform duty. OBR 66-13.

Lebanon. BTN. Most rates are ad valorem, ranging from 1 to 50%. Free items include pharmaceuticals, tanning and dyeing substances, some chemicals, books and agricultural machinery. Lowest duties apply to dairy products, cereal grains, petroleum products, minerals, chemicals, plastic materials, metals, machinery and tools; highest to automobiles, vegetables, fruits, liquors, perfumery, toilet preparations, hides, leather, clothing and shoes. Preferential rates apply to specified products imported from certain Arab countries. OBR 68-59.

Tarif des Droits de Douane in Arabic and French, dated 1967, is published by Conseil Superieur des Douanes, Republique Libanaise, Beirut, to whom remittances of £ 10 ($4.52) should be made payable.

Muscat and Oman. Tariff comprises 127 items with ad valorem rates. Maximum duty on all but seven items is 17½%. Highest duties apply to wine, beer, opium (75%); vegetable ghee, cigars, cigarettes (25%); and motor cars (20%).

The Muscat Customs Manual may be obtained from the Director of Customs, Sultanate of Muscat and Oman, for $1.

Nepal. Both ad valorem and specific duties are widely used. Nepal has separate tariff schedules for Tibet, India, most-favored-nation (MFN) countries (United States, United Kingdom, West Germany, Pakistan, Mainland China, USSR, Poland, and Yugoslavia), and all other countries. MFN rates are slightly higher than rates for Tibet and India, but lower than rates for the "all other countries" schedule. Most industrial and agricultural machinery is dutiable at 1%. Otherwise, the lowest rates are on cotton yarn, newsprint, medicines, and fertilizers; higher rates apply to ready-made garments, toilet articles, plastic goods, leather goods, and glass products. Surtaxes are levied on some items.

Customs tariff in English. His Majesty's Government Press, Katmandu.

Pakistan. BTN. Most duties are ad valorem. Duty-free items include grains, flour, ores, wool, coal, books, agricultural tractors and most other agricultural machinery, and fertilizers. Most capital goods are dutiable at 35%, with a concessional rate of 25% if imported into East Pakistan. Highest rates apply on such consumer goods as textile fabrics, clothing, tobacco, liquors, and passenger cars. Preferential rates apply on certain imports from the United Kingdom, British Colonies, and Ceylon. Most imports are subject to a 15% sales tax and a surcharge on sales tax of 25% of the tax payable. OBR 68-16.

Pakistan Customs Tariff. Third Edition, July 1, 1966. Published by the Manager of Publications, Karachi, $1.37. Includes import and export duty rates, cesses, and sales tax rates.

Qatar. General rate of 2½% ad valorem applies to most goods. Duty on tobacco, cigars, and cigarettes is 10%; on phonographs and phonograph records, 15%; and on alcoholic beverages, 50%. There are minor port charges, but no surtaxes and no preferential duties.

Saudi Arabia. BTN. Most duties are ad valorem. With few exceptions, duty rates are 25% or lower. Duty free items include animals, milk and cheese, grains, flour, dried vegetables, basic chemicals, pharmaceuticals, paint and varnish, books, agricultural implements, and fertilizers. Most machinery is dutiable at 5%. Preferential rates apply to specified products imported from certain Arab countries. Surtax: 5% of the customs duty. OBR 66-58.

Customs Tariff, 1968, includes principal provisions of customs law. The original, in Arabic, is published by the Kingdom of Saudi Arabia, Ministry of Finance, Directorate of General Customs Administration. An English translation of the tariff schedule has been made by the American Embassy in Saudi Arabia.

South Yemen, Peoples Republic of. Tariff includes only 13 items falling into 4 main categories: alcoholic beverages, tobacco and products, nonpotable alcoholic mixtures, and gasoline. All but three are specific duties. No preferential rates; no surtaxes.

The Aden Colony Gazette, No. 63, Dec. 1960, contains duties and customs regulations. Government Printer, Aden. $0.50.

Syria. BTN. General level of duties is low, many items taking a nominal rate of 1%, others 7% and 15%, under customs tariff effective Jan. 1, 1963. Preferential rates apply to specified products imported from certain Arab countries. There are minor surcharges and internal taxes. OBR 65-52.

Tarif Permanent des Douanes de Syrie, dated June 1965. Bureau des Documentation Syriennes and Arabes, 67 Place Chahbandar, B.P. 451, Damascus, $19.64.

Trucial States. Includes seven Shaikhdoms in the Persian Gulf region: Ajman, Abu Dhabi, Dubai, Fujairah, Ras al-Khaimah, Sharjah, and Umm al-Qaiwain. Dubai applies a 4.625% ad valorem rate on all items imported, with the exception of watches (1.25% ad valorem) and gold bullion (free). Goods imported by air into Dubai are dutiable at 2%. Sharjah's duties are 2.5% for imports by sea or land, and 2% by air. Abu Dhabi applies a 4.6% duty on all imports. No duties levied by the other states. No surtaxes; no preferential duties. OBR 67-67.

Turkey. BTN. Most-favored-nation rates are ad valorem, ranging from 5 to 100%. Duty free items include domestic breeding animals, phosphates and sulfates, medicine, printed material and ferroalloys. Lower rates are generally on vegetable oils, alkalis, most chemical products, rubber products and engines. Higher rates are on radio apparatus, glassware, tiles, fabrics, cinemagraphic film, cosmetics, beer and whiskey. OBR 67-29.

An English translation of the Turkish customs tariff, in mimeographed form, is distributed by Turk Argus Ajansi, Is Bankasi Hani, P.K. 1025 Galata, Istanbul. Annual subscription of 750 Turkish lira ($82.50) includes translations of official gazettes. Tariff alone, 50 Turkish lira ($5.50).

United Arab Republic. BTN. All duties, except on tobacco, are ad valorem. Rates vary widely, from 2 to 400%, with some exceptions. Preferential rates apply to specified products imported from certain Arab countries. Statistical taxes of 10% are assessed on all imports, and excise duties on items including alcohol, liquors, petroleum products, cement, coffee, lighters, matches, playing cards, synthetic fabrics, salt, sugar, and wheat flour. Pavement duty taxes of 3%, and additional excise taxes apply on other selected articles. OBR 66-59.

U.A.R. Customs Tariff, 1965, in English translation, includes an explanation of the tariff, the export tariff and excise duties. Customs Education Institute, Japan Trade Center, Cairo. E£3 ($6.90) a copy.

Yemen. Most duties range from 5 to 30%. Items duty free are medical equipment, machines for agriculture, fertilizers. Low rates are levied on cement, road machinery, grains, rice and kerosene. Higher rates are on cameras, cosmetics, and fabrics. A 5% defense tax and a 2% statistical tax are also levied on all imports.

Alabamans to spur companies' exports in European cities

Fourth business promotion team looks for markets in Brussels, Frankfurt, Madrid, and Milan

The fourth trade mission to go out from Alabama is taking off from Kennedy Airport on Oct. 14 to seek markets in Brussels, Frankfurt, Madrid, and Milan. The group will return Nov. 4.

Mission Director Julian Smith, general sales manager, Alabama State Docks Department, and A. S. Weiskopf, executive vice president of the Mobile Area Chamber of Commerce, expect to talk with local chambers of commerce and with American Chambers of Commerce in each city to be visited.

Other participants, all of whom have scheduled appointments with prospective customers, are:

Armando Armas, president, Industries of America, Birmingham, suppliers of water treatment and filtration equipment; Holt Leach, president, Leach Manufacturing Co., manufacturers of feed mill storage systems and finished feed bins; James W. Oliphant, Jr., vice president, International Department, Merchants National Bank of Mobile; Floyd T. Read, president, Read Steel Products, Inc., Birmingham; and Lee R. Seifert, vice president, International Department, First National Bank of Mobile.

Tad Lidikay of the U.S. Department of Commerce Field Office in Birmingham will travel with the mission and will handle business proposals from Alabama firms.

Alabama's second trade mission, in the fall of 1966, also went to Europe. The first, a year earlier, visited Central and South American markets. The third, last fall, traveled to the Far East.

Trade mission travels from Rockies to Andes

Second Colorado group sets out to sell goods in South America

"From the Rockies to the Andes" is the name given to Colorado's second trade mission, just leaving for South America.

The nine-man group, after a briefing at the State Capitol in Denver, expects to arrive in Caracas Oct. 14. The participants will look for markets there and in Bogota, Lima, and Santiago, returning to the United States Oct. 31.

The sponsoring agency is the Colorado Division of Commerce and Development. The State's Department of Agriculture organized the first Colorado mission, which went to Japan last spring, promoting such locally produced commodities as beef and wheat. The new mission will be representing a broader range of interests, including geophysical instruments; tires and automotive industrial hose; self-propelled irrigation equipment; containers for storing and transporting biological material; veterinary medicines, vaccines, and food supplements; electronics; poultry equipment; various related items, and international banking.

To head mission

Dwight E. Neill, director of the sponsoring agency, will head the mission. Other members—from Denver unless otherwise noted—are:

Joseph R. Crimmins, manager, International Banking Department, Denver U.S. National Bank; Albert A. Danish, president, Geophysical Instrument & Supply Co.; Thomas J. Gibson, manager, Gates Interamerica, Inc.; Donald S. Hanes, vice president of marketing, Enresco, Colorado Springs; Richard Loth, representative, Petroleum Department, Colorado National Bank; Richard McCormick, bi-state sales manager, Cryenco; F. Pastor, export manager, O. M. Franklin Serum Co. and Colorado Serum Co.; and Serafin M. Sanchez, president, Wexco, Inc.

Ad men organize mission to Australia

A different kind of overseas market will be tapped by an industry organized mission in a few days, when the Advertising and Marketing International Network, an affiliation of agencies in the United States and overseas, will have several of its U.S. members in Australia for more than a week.

A compact group of advertising agency presidents plan to be in Sydney, Melbourne, Adelaide, and Perth Oct. 16-25, trying to encourage an interest in the products of their clients, and offering Australian businessmen a better knowledge of marketing and advertising methods in the United States. The mission will be led by Seymour Preston, an official of AMIN—the sponsoring organization—and president of Arndt, Preston, Chapin, Lamb & Keen, Inc., a Philadelphia-New York advertising and public relations agency.

This is the first advertising group to be approved by the Department of Commerce under the IOGA trade missions program. The executives will depart Oct. 10 from San Francisco, in time to participate in a worldwide AMIN conference at Sydney before beginning their trade mission activities.

Accompanying Mission Leader Preston will be Robert E. Kilgore, Gray & Kilgore, Inc., Detroit; Lowe Runkle, Lowe Runkle Co., Oklahoma City; and William L. Sanborn, Winius-Brandon Co., St. Louis.

State of Michigan tools up to expand exports in Europe

Sponsors Detroit association mission to sell machinery, fixtures in five countries

The Detroit Tooling Association expects to have a trade mission in Europe for a three-week business tour Oct. 14-Nov. 2.

The 35-year-old association is composed of some 160 members—mostly manufacturers of automotive dies, jigs, fixtures, molds, gages, tools, and special machinery, and suppliers of die tryout, machining, experimental, and designing service.

The mission members will be talking with businessmen in Frankfurt, Turin, Paris, Stockholm, and London, in an

effort to expand export sales from the state of Michigan.

The Michigan Department of Commerce in Lansing is sponsoring the tooling mission. Herbert C. DeJonge, the Department's director, will serve as leader of the group. Ned Stirton, managing director of the Tooling Association, also will be a participant.

Companies represented on the mission, and the officials traveling for them on this business tour, are listed below (located in Detroit unless otherwise specified):

Bonal Machine Co., A. G. Hebel, Jr., president; Davis Tool & Engineering Co., Richard Davis, president; Detroit Engineering & Machine Co., L. B. Denton, vice president; Dickson Tool & Gauge Co., Fred Dickson, Jr., vice president, Edward Marley, and Raleigh Martin; Special Machine & Engineering, Inc., Walter Bihler, president, Southfield; Turner Brothers, Inc., Robert Turner, president, and Charles Turner, vice president, Ferndale.

Big month for missions

October is fast becoming a record month for trade mission departures. Seven groups, representing a wide range of interests, will have gone abroad by month's end.

The first was the Materials Handling and Port Operations group, organized by the Committee of American Steamship Lines and now promoting exports in the Far East. The second, from the State of Minnesota, was scheduled to leave on the 12th for Europe.

At mid-month, an Advertising and Marketing International Network group is leaving for Australia, and representatives of the Detroit Tooling Association (sponsored by the State of Michigan) are leaving for Europe. Also, the States of Colorado and Alabama are sending businessmen teams to Europe and to South America.

On Oct. 21, an official Department of Commerce trade mission takes off for Ivory Coast and Cameroon. The participants, specialists in agricultural chemicals, consumer goods, industrial and construction machinery, food processing and refrigeration, and investment, will carry almost 300 business proposals from U.S. firms for consideration by companies in the countries to be visited.

COMMERCE DEPARTMENT SERVICES overseas are outlined to visiting businessmen-students from the International Marketing Institute by Murray Foss, Office of Business Economics, and John B. Breen, Office of International Investment (looking at book). Breen explained his office's assistance available to foreign and U.S. businessmen in arranging international joint ventures. Institute participants were on a country-wide tour following six-week program on the campus of Harvard University in Cambridge, Mass.

Secretary supports patent treaty moves

Opening the new headquarters of the U.S. Patent Office at Crystal Plaza, Arlington, Va., Secretary of Commerce C. R. Smith emphasized the need to strengthen international patent protections.

"It is time for a Patent Cooperation Treaty among nations to cover procedures for handling U.S. applications, as well as international applications filed with the U.S. Patent Office," he asserted.

"Preparatory work on the proposed treaty has been a major activity of the Patent Office during the past two years. The treaty proposes to save effort and money both for inventors and the national patent offices of the world. For example, today an inventor who wants to protect his invention in foreign countries must file a different patent application everywhere he wants protection. This is costly and time-consuming.

"The treaty would greatly simplify the process and eliminate duplicative and costly effort. The first treaty draft was circulated in May 1967. The present schedule calls for at least one more working meeting this December and a diplomatic conference to negotiate the treaty next year."

The Aug. 5 issue of INTERNATIONAL COMMERCE carried an explanation of the proposed international patent cooperation treaty by Patent Commissioner Edward J. Brenner. A series of meetings currently being held around the country to furnish information about the treaty to businessmen is announced in this magazine's Calendar for International Traders.

Pan Am offers guide

A guide detailing the marketing characteristics of 18 European countries and Iceland has been published by Pan American World Airways.

The *Pan Am European Marketing Guide* contains separate profiles on each country, outlining the high profit potential offered by the European market and giving an indication of general conditions relating to business. It provides specific information on business and finance statistics as well as prospects for U.S. exporters, buying agencies and advisory agencies.

Copies are available free of charge from Pan Am office or by writing: Pan American World Airways, P.O. Box 2212, Dept. 521, Boston, Mass. 02107.

Tennessee Chamber of Commerce officials to learn how exporting can help their communities grow

Conference in Nashville aims to furnish executives with new ideas to aid local manufacturers, businessmen

More than 100 Chamber of Commerce officials representing some 150 Tennessee communities will gather in Nashville on Oct. 23 to learn how exporting can boost their own and the state's economy.

The idea for the conference originated with a sub-committee for export promotion of the Memphis Regional Export Expansion Council, which shares sponsorship with the Nashville Area Chamber of Commerce, the State of Tennessee Staff Division for Industrial Development and the Commerce Department's Memphis and Atlanta Field Offices.

The presentation, to be held at the Ramada Inn in Nashville, will be nontechnical in nature, designed to acquaint Tennessee Chamber of Commerce executives with the assistance available to manufacturers wishing to enter or expand exporting. The Chamber members will carry the word back to their communities, where they advise local businessmen. Topics scheduled for discussion include: why export?, Commerce Department aids for businessmen, financial and insurance aids for exporters, and the small businessman sells abroad.

According to the most recent statistics, Tennessee manufactured exports in 1966 amounted to an estimated $314 million, and agricultural exports for the fiscal year 1965-66 were approximately $112 million. Although some part of each of the state's major manufactures is shipped overseas, nearly two-thirds of the total exports of manufactures were in chemicals and allied products and food and kindred products. Tennessee's position among exporting states was ninth and sixth, respectively, in these two industries. Tennessee ranks twentieth among states in overall export of manufactured products.

Other products exported include: electrical and nonelectrical machinery; stone, clay and glass products; paper and allied products; primary and fabricated metal products; lumber and wood products; textile mill products; leather and leather products; and furniture and fixtures. Sales to foreign markets of agricultural commodities accounted for 18% of the state's receipts from farm marketings. The state ranks eighteenth in overall exports of agricultural commodities.

Tennessee companies that have earned national recognition for export activity include nine that have received Presidential "E" awards. These are: Aladdin Industries, Inc., of Nashville, maker of kerosene mantel lamps and vacuum kits and bottles; Carey-Hirsch Lumber Co. of Memphis, producer of flitchsawn lumber; Magic Chef, Inc., of Cleveland, maker of gas and electric household ranges; the First National Bank of Memphis; Tysaman Machine Co. of Knoxville, manufacturer of sawing and grinding machinery for metal and stone industries.

Also, Buckman Laboratories, Inc., of Memphis, producer of industrial and agricultural chemicals; American Marine and Machinery Co. of Nashville, maker of portable dredges, drilling and service rigs; Richards Manufacturing Co. of Memphis, maker of orthopedic and otological instruments; and the Mitchum Co. of Paris, manufacturer of skin care items.

Among the scheduled conference speakers are Joseph L. Piot, export manager of "E" winner Aladdin Industries and chairman of the Memphis REEC sub-committee on export promotion; Seymour Gilman, president, Panhandler, Inc. of Memphis; Walter C. Wattles, president, Parker & Co. of Georgia Inc., Atlanta; Jake Dunning, Small Business Administration, Nashville; Jim Alexander, staff director for the Governor of Tennessee; H. N. Van Nostrand, vice president, international, S. E. Massengill Co., Bristol, Tenn.; and John Fowler and Bradford Rice, Commerce Memphis Field Office.

International envelope revisions still distant

A report in INTERNATIONAL COMMERCE's Sept. 9 issue referred to proposed new standard international envelope sizes, mentioning that the French postal system has already approved four specific sizes to meet probable new requirements.

Readers are advised that the question of adoption of new standard international envelopes will not be acted upon until a Universal Postal Union Convention to be held in Tokyo in October 1969. Minimum, maximum and ratio requirements, rather than specific sizes, will be considered at that meeting. If ratified, the proposed changes would not be put into effect in the United States for several years, and then only for international mail—not domestic.

International business briefings scheduled in N.Y.

Business leaders with international responsibilities will report on economic problems and conditions in various areas of the world at International Study & Research Institute briefings in New York City this fall and winter.

Leading off with Kenneth M. Spang, chairman of the New York Regional Export Expansion Council and vice president of First National City Bank of New York, discussing The Impact of Controls on Overseas Investment and Trade on Oct. 17, the series will include the following speakers and topics:

Joseph J. Dobrich, senior economist, Texaco: Gold, Paper Gold and the Dollar, Oct. 31; Joseph F. Condon, vice president, Parsons & Whittemore: East-West Trade, Nov. 14; George Hovanec, Latin American editor, *World Business*, Chase Manhattan Bank: Latin American Integration, Nov. 26; Felix D. Uno, director of Latin American operations, Celanese Fibers International: The Andean Group, Dec. 5; Henry R. Geyelin, Council for Latin America: Brazil 1969, Jan. 9; Sulwan S. Astradiningrat, Bank Negara Indonesia: Indonesia-Economic Reform and Recovery, Jan. 16; Karl E. Ettinger, editor, *International Handbook of Management:* Business Operations in Germany, and Frank X. White, Joy Manufacturing Co.: Report on Australia, dates to be announced.

The briefings will be held at the Columbia University Club, 4 West 43rd St., at 12:45 p.m. For further information, **write:** Dr. Arno G. Huth, executive director, International Study and Research Institute, 41 Central Park West, New York, N.Y. 10023.

Thailand market for aluminum technology sparks demand for U.S. exhibit at Bangkok next March

Sales effort will focus on both consumer and industry needs; surveys show potential in construction, electrical industries

A new kind of sales exhibition to help American manufacturers reach Thailand's $5 million market for aluminum fabricated and finished products will take place at the U.S. Trade Center in Bangkok next Mar. 18-22.

The show will span the entire aluminum industry from fabricating and manufacturing equipment to consumer products. The exhibition will be the first of its kind at the Bangkok Center and will represent a new concept in merchandising U.S. products abroad.

The key to the exhibit is Thailand's rapidly growing domestic economy. Latest studies conducted for the Commerce Department's Bureau of International Commerce pinpoint the aluminum industry as an excellent market with a strong future. The studies show an industry in its infancy reaching for new products, processes and techniques, and a consumer demand for primary and semifinished aluminum and a wide range of finished aluminum products.

On the industrial front, new and sophisticated fabricating equipment is in demand. Production equipment needed includes punches, presses and riveting machines; shearing and binding equipment; specialized finishing and coating machinery, and chemicals, paints and lacquers.

The demand for aluminum and aluminum products ranges from primary aluminum to the most sophisticated extruded, spun, cast and pressed items. This demand is strongest in the construction and electrical industries. Consumer demand for quality aluminum end products, such as household utensils and cookware is also growing.

Products needed fall into four general categories:

Aluminum contruction materials. Thailand's construction industry is growing at a rate of 10-15% a year, pioneering the use of aluminum in both structural and architectural applications. Needed are finished and semi-finished items—wrought bars, rods, angles, shapes and sections; wrought plates, sheets and strips; aluminum wire, gauze cloth, netting and reinforcing materials; and architectural materials such as blinds, awnings, shutters, door and window frames and their components. Nails, nuts and screws are also in demand.

Products for the electrical industry. With the growth of government electrification projects, the industry has been steadily increasing its purchases of aluminum wire, cable and associated fittings and fixtures.

Selected end products. Sophisticated items in terms of styling and finish are in demand, although ordinary utensils are domestically produced in sufficient quantity.

New products. The outlook is bright for the introduction of new uses of aluminum in Thailand, such as the use of aluminum foil in packaging, food processing and the specialty graphics industry.

As the Thai economy grows, both producers and consumers will be using more aluminum. Participation in the Bangkok show will give U.S. manufacturers an excellent chance to get into this market. American products are in demand in Thailand, and are recognized for their high quality and durability and the availability of a wide range of styles.

A broad market development campaign already is under way to attract a select audience of buyers, agents, industrialists, plant managers, architectural and construction engineers, and government officials to the Trade Center exhibit. U.S. firms interested in obtaining additional information should contact the U.S. Department of Commerce (BIC-918), Washington, D.C. 20230 (telephone: Area Code 202, 967-5297), or any Commerce Field Office.

First INTERCHIC show set for Berlin during April, 1969

A new international clothing fair, to be known as INTERCHIC, will be held during the International Berlin Fashion Fair in the spring of 1969. INTERCHIC will run from Apr. 9-13, while the Fashion Fair runs from Apr. 9-18.

Plans call for the new exhibition to be a semiannual event, with editions planned for each fall and spring after the first fair. Emphasis will be placed on clothing from foreign countres, and U.S. manufacturers have been invited to show their latest clothing designs at the show.

Display categories include: women's clothing, children's wear, sportswear, national costumes, waterproof clothing, leather and fur clothing, professional uniforms, knitwear, woven goods, various other clothing, and suitable accessories.

The new show will extend the Berlin Fashion Fair's showing of products of Berlin manufacturers to provide an international purview of clothing from around the world at the same time and in the same city.

Write: ADB, Ausstellungs-Dienst Berlin, INTERCHIC Department, D 1000 Berlin 30, Keithstrasze 2-4, Germany, or Roy Blumenthal International Associates, Inc., 1 East 57th St., New York, N.Y. 10022.

Copenhagen will host fourth NORD-PLAST next March

Raw materials, machines, semi-finished goods, and finished products of the plastics industry will be the subjects of the fourth edition of NORD-PLAST, scheduled for Mar. 7-13, 1969, in Copenhagen, Denmark.

Buyers, salesmen, and engineers from the plastics trade in all the Scandinavian countries are expected to attend the 1969 event, and U.S. manufacturers in the plastics field have been asked to participate in the fair.

The 1966 fair in the NORD-PLAST series attracted 80,000 visitors, and attendance at the 1969 fair is expected to increase significantly over the past number of visitors.

Technical innovations and advances in the plastics industry since the last NORD-PLAST will be particularly sought for exhibits, as will new products and processes.

Write: UFESAS, Ryvangs Alle 20, 2100 Copenhagen O, Denmark.

BEIRUT SAMPLE DISPLAY CENTER officials (above left) explain Antar equipment to two buyers from the Beirut-based firm of Silhouette Health Studios, which expressed interest in a sales contract.

Lebanese companies seek sales rights for health equipment

Sample display at Beirut yields applications from 11 local firms

Announcements mailed to nearly 3,000 Lebanese business concerns brought solid sales results for Antar International Corp., which showed its Vita-Master line of health and exercise equipment at the U.S. Sample Display Center in Beirut during a month-long period this summer.

The New York-based firm showed rowing machines, exercising bicycles, electric massage equipment, and other home and gymnasium apparatus, in an effort to obtain a local distributor for the line.

Lebanese businessmen were invited to examine and try out the ten units on display in order to study the possibilities for sales and distribution of Vita-Master machines on the local market.

Reaction from the local business community was excellent, and by the close of the Antar showing, the firm was discussing terms of its business proposal with eleven applicants for sales rights in Lebanon.

One applicant was so enthusiastic about the sales appeal of Vita-Master equipment that he cabled Antar's head office with an offer to purchase all ten units on display. The same businessman brought his Libyan partner to the Sample Display Center especially to see the health equipment.

A health studio chain with branches throughout the Near East expressed a serious interest in concluding a continuing direct sales agreement with Antar, and other sports, medical equipment, and retail firms were among those seeking sales and distribution rights from Antar.

U.S. companies rush to get exhibit space at Rome PURAQUA

Exhibition set for next February now has 54 participants signed up

Over four months ahead of the February opening in Rome, Italy, 54 American manufacturing and engineering firms have signed to take part in the U.S. Department of Commerce's PURAQUA exhibition and international conference on water purification and desalination.

The exhibition, scheduled for Feb. 17-22, 1969 at Rome's Palace of Congress, will be devoted exclusively to U.S. products, already is being promoted in more than 40 countries in Europe, North Africa and the Middle East.

The conference will feature international authorities on water resources from the United States and 10 foreign countries, and will be under the general direction of the Department of Commerce. Participants will include officials of the U.S. Department of the Interior, Atomic Energy Commission and Office of Water for Peace of the Department of State.

Representatives of the U.S. exhibitors will participate in technical sessions. About 50 papers will be presented on desalination, purification, advanced water instrumentation, waste treatment, reuse systems and pollution control. Simultaneous translation into five languages will be provided.

Construction of desalination and water and waste treatment plants in Europe, North Africa and the Middle East is expected to generate sales opportunities for millions of dollars worth of U.S. equipment and contract services over the next few years.

Among current projects is a five-million-gallons-per-day desalting and electric power plant near Jidda, Saudi Arabia, being built with assistance of the Interior Department's Office of Saline Water. Between $15 million and $20 million in desalting equipment and contract services may be needed in the next two years. Turkey is expected to be in the market for water treatment equipment for large municipal projects in Istanbul, Ankara and Izmir.

PURAQUA will highlight a number of innovations in American technology. For example, one step in the water purification process involves sedimentation—separating suspended solids from water and water waste. Equipment capable of increasing the sedimentation rate threefold over devices now in general use will be exhibited. The new device is adaptable to both potable water purification and waste water treatment.

A new process that produces "ultra-high rate filtration" is expected to be of special interest to industrial and municipal waste treatment and water reuse system operators. The new technique produces a filtration rate of about 20 to 24 g.p.m. per sq. ft., compared with a common "high-rate" filtration of 6 to 9 g.p.m. per sq. ft.

A variety of desalination systems will be exhibited, including automatic self-contained plants for the fresh water needs of remote communities, off-shore oil operations, resort hotels and ships, as well as dual-purpose electric power generation-desalination plants.

The show also will feature a new computerized water dispatch system programmed to handle all aspects of water distribution with maximum efficiency—from on-line monitoring and control to customer-billing and meter-monitoring.

FIRST-DAY SALES of $8,000 greeted Nuclear Chicago Corp. (above left) at the London Trade Center's nuclear equipment show. Richard McComb, vice president of Deuterium Corp. (at left in above right photo), described visitors to his booth at the show as "the type of prospects we wanted to see."

Nuclear instruments arouse buyer interest at London exhibition

Symposium draws many industry visitors to Trade Center displays

No immediate sales were expected when nuclear instrument systems and components were shown at the U.S. Trade Center in London by 28 U.S. makers, yet off-the-floor sales totaled over $61,000 during the show, held Sept. 18-26.

Nuclear Chicago and Nuclear Data booked orders early in the show, and Monsanto, Mine Safety Appliance Co., E.G.&G. Nuclear Instruments, Hewlett-Packard, and Victoreen all reported drawing substantial buyer interest.

Outstanding success honors went to Victoreen Instruments, with $12,000 in immediate orders and predictions of $300,000 in potential sales.

Varian Associates projected $240,000 in sales over the first year following the show, and Mine Safety Appliances expects $100,000 in sales during the same period.

Harshaw Chemical, a firm launching its first sales drive in the United Kingdom through the Trade Center, forecast sales of $150,000

Total sales expectations of all exhibitors reached over $1.3 million, based on contacts with the 634 British industry representatives attending the show.

The only firm which came to the show actively searching for a new sales agent in Britain was Calumet and Hecla Corp., and along with Chemtree, Calumet was negotiating with three applicants for sales rights at the end of the exhibition.

A symposium in nuclear equipment applications drew many top executives of companies in a position to buy U.S. products in the nuclear field, and comments such as "met exactly the right people" were registered by the exhibitors. Monsanto's marketing manager was "pleasantly surprised" with the high caliber of the visitors to his company's booth at the Trade Center.

GOVERNMENT VISITORS from England, Wales, Scotland, and Northern Ireland saw the LeCroy Research Systems display (above), while trade buyers looked over Harshaw Chemical Co. items at their booth.

Fluidics show draws German businessmen to Frankfurt Center

Record numbers attend two-day symposium held during exhibition

Displays relating to the burgeoning science of fluidics drew 1,337 visitors to the U.S. Trade Center at Frankfurt, Germany, for a fluid power equipment exhibition, held Sept. 16-20.

The highlight of the week-long show was a two-day symposium on "Hydraulics, Pneumatics, and Fluidics," which attracted a record attendance of well over 350 for each session. Fifteen technical papers by German and American experts in the fluidics field were presented to the industry representatives present.

Predictions of $1.5 million in first-year sales of the equipment shown came from the 35 exhibitors, who represented 38 U.S. manufacturers in the exhibition.

Skinner Precision Industries opened strongly with a $24,500 sale on the opening day of the show, and Applied Power International reported off-the-floor sales of $20,000 during the exhibition.

Among the major attractions of the show was the Univac display, which demonstrated a practical application of fluidic techniques for record storage and transportation.

The Univac display attracted a constant stream of trade visitors, who discussed the features of the equipment with two Univac engineers who were on hand to explain the system to potential buyers and users.

Seventeen of the firms exhibiting at the Trade Center were trying their hand at the German market for the first time, and twelve of these were actively seeking new representation in Germany.

By the end of the show, five new agents or distributors had been signed, with another 84 possible agreements still in the talking stage.

All exhibitors reported that they were highly pleased with the success of the show, especially with the high level of trade attendance. Many worthwhile business contracts were made, to be developed later into concrete sales.

The U.S. firms also commented that the Trade Center afforded a much better sales atmosphere than many trade fairs, since attendance at Center shows is limited to the established members of one particular business.

CENTER OF ATTENTION at show was a Univac record storage and transportation unit (above), showing practical applications of some of the principles of the recently developed fluidics field.

HYDRAULIC EQUIPMENT was shown by Century-Fox Co. (left), and Fluid Controls, Inc. (above) showed control apparatus. Trade Center Director Wolfgang Robinow (at right in below photo) witnesses signing of $24,500 order on opening day at booth of Skinner Precision Industries, Inc.

Italy upswing has flutters

Economy remains robust, but U.S. Embassy reports some scattered danger signals

Continued economic expansion, soaring exports and virtual price stability have characterized the behavior of the Italian economy thus far in 1968. However, the semi-annual Economic Trends Report from the U.S. Embassy in Rome says there are scattered danger signals indicating that the rate of growth is slowing down, particularly because of some softness in domestic demand.

The salient features of Italian trade during the first half of the current year have been the significant 12.8% rise in the overall value of Italian exports compared with a modest 2.3% increase in imports. Demand for Italian products was particularly strong from Italy's three most important customers, West Germany (+18.5%), France (+11.6%), and the United States (+29.1%).

A major change from last year in the January-June trade pattern was the considerable leveling off of Italian imports from EEC countries. Trade figures reveal that West Germany, Italy's principal supplier, managed a minimal increase in exports (0.7%), France similarly registered only a 1.4% improvement, while Benelux showed a nominal 1.7% trade increase. Reasons for this shift are not clear.

U.S. stays on top

The United States maintained its position as Italy's second leading supplier. According to Italian trade statistics, U.S. shipments to Italy in the first six months of 1968 were 6.1% above the level of the corresponding period of the previous year. However, the actual improvement in American exports is somewhat greater because foreign trade figures published so far this year do not reflect American and other feed grains imported into Italy on a suspended duty basis.

The prospect of continued economic expansion, although at a somewhat lower rate, is highly significant in terms of U.S. trade interests. The steady business confidence, coupled with government alertness and prompt initiatives in vital sectors of the economy represent key elements in the economic picture.

With the implementation of the Government's incentive program, which places particular emphasis on the building of infrastructure, the industrial segment of the economy will receive top priority. The private interests are also planning new investments in productive facilities. Particularly relevant is the projected accelerated pace of industrialization of Southern Italy, which under the four-year plan will be increased by over 30%, with new investments to exceed $4.6 billion.

Many aspects of these economic developments and more specifically the implementation of industrial projects depend, in many cases, on the procurement abroad of high technology and modern equipment. Special measures are under parliamentary consideration to promote such imports, which will offer American traders interesting sales opportunities.

U.S. prospects good

By and large U.S. export gains to Italy cover a wide range of products, including traditional items as well as newly introduced products. Prospects are good that export expansion will continue. In the case of agricultural commodities it is anticipated that the overall value of U.S. sales will be substantially above last year's $250 million level. Equally good is the outlook for growing exports of industrial products.

Promising commodities

In addition to traditional U.S. exports to Italy, that nation's continuous efforts to modernize the industrial sector through standardization of production, automation and increased productivity, are creating new and important trading opportunities. The pace of sophistication is rising and so is the demand for technologically advanced designs in equipment.

It is the consensus of Government experts and leading business executives that Italy must strengthen its industrial sector by introducing the latest innovations in production techniques. This attitude enhances the interest in American industrial equipment and adds a new dimension to export expansion.

U.S. exports likely to advance in the Italian market include a wide range of office equipment and, more specifically, data processing auxiliary equipment, small and complex cash registers for the expanding supermarket chains and department stores, and folding, inserting, collating and addressing machines, both mechanical and electric.

Deliveries of U.S. business machines are also expected to rise. Gains may be registered for duplicating machines, particularly electrostatic copiers for use in manufacturing industries. Italy will also remain an excellent market for electrostatic systems, direct photocopiers and unconventional systems.

Among electronic products, the best sales prospects are in the field of highly-advanced sophisticated professional equipment and very advanced components. The strong demand for tape recorders is noteworthy.

There are ever-increasing opportunities for the shipment of small, all-purpose computers and a strong demand for up-to-date terminal data processing equipment of all types. Important new demands are expected from the Government, banks, insurance companies and other service agencies.

With an expanding market, future trade prospects also appear very promising for optical measuring instruments such as specometers, spectrophotometers, colorimeters, and fluorophotometers.

Information from trade and industry sources indicates a steadily increasing demand for high vacuum and cryogenic equipment. According to local experts, the best sales opportunities are for ultra-high vacuum pumps, rotary and diffusion high vacuum pumps; large vacuum pumps and control units and vacuum controllers; high vacuum optical spectrometers for the chemical and pharmaceutical industries and oil diffusion pumped vacuum evaporators.

There is also a good market for vacuum furnace systems, electron beam equipment, control units for leak detectors, chart and electronic recorders, electrical control units, environmental test cham-

bers, laboratory pumps and compressors, vacuum analyzers and pressure and vacuum gauge switches for chemical and petroleum plants.

American equipment for the paper industry is considered technically superior to most European competition, especially in the advanced, automated machinery and production control apparatus. Medium-term prospects are excellent for high-speed heavy machinery—pulpers, refiners, web guiding systems, mixing and dispersion units. In view of the growing market there will be a strong demand for controls and instruments such as moisture gauges, color meters, valves, recorders, and consistency transmitters. There are also potential sales possibilities for converting equipment, including cutters, folders, coating and laminating equipment.

U.S. producers have a good potential market in Italy for sack filters and for filtration equipment with special electric wire used by the foodstuff, chemical and extracting industries. There is also a good chance for filtration equipment for water treatment and to reduce air pollution.

American automatic assembly equipment, enjoying a technological lead, is well-accepted in the growing Italian market. The market is also promising for pneumatic, hydraulic and other compact power tools, fasteners, adhesives and welding equipment.

Italy is preparing for color telecasts, and although the necessary equipment has already been purchased there are still opportunities for the sale of specialized color broadcast equipment. According to trade sources, other favorable export prospects are being opened by the increasing use of closed circuit television systems for industrial and educational purposes. There is a strong demand for video tape recorders, which are not produced domestically.

Water equipment needed

A study of the Italian market shows that future sales of water pollution control equipment will be becoming increasingly profitable. Singled out are items such as analytical instruments, activated carbon, industrial waste water treatment systems, reverse osmosis ultrafiltration systems, automatic variable speed pump control and exhaust scrubbers.

Italy's acute water shortage is well-known. The Italian Government, regional organizations, as well as many municipalities, are seeking a practical solution of this problem. There is considerable interest in technologically-advanced plants for desalting water and treating brackish water.

To take advantage of these business opportunities, not only in Italy but also in all of Southern Europe and North Africa, which have similar water problems, the U.S. Departments of Commerce, State, Interior and the Atomic Energy Commission are sponsoring, from Feb. 17-22, 1969, a major U.S. Exhibition and International Conference on Water Purification and Desalination in Rome.

The exhibition will be housed in Rome's famous Palazzo dei Congressi. It will feature the products and services of some 50 American firms specializing in this field, as well as exhibits by the Department of the Interior and the U.S. Atomic Energy Commission. The conference will consist of plenary sessions and technical seminars and will feature high-level government officials and other outstanding authorities on water resources questions.

Industrial outlook

Industrial output for the first half of 1968 was 5.1% above the comparable period of 1967. The present growth rate compares rather poorly with that of the first half of 1967 (10.9%) and shows a further decline from the already slowing rate of increase of the second half of 1967 (5.7%).

Most are optimistic

While foreign demand expanded, the slow rate of investments and a weakening of the Italian demand for consumer goods were cause for concern. Although this trend was followed in most significant sectors, July surveys showed that entrepreneurs remained moderately optimistic and forecast fundamental stability.

Affected by the problem of fixed capital investments, the mechanical industry, which in 1967 accounted for 25.8% of GNP and was leading industrial expansion with a 13% rate of increase, during the first half of 1968 dropped to a bare 2.4% growth rate. Order-books are causing serious concern especially in the light engineering and precision machinery industries.

The automotive industry, which during 1967 was producing at a rate 13% above the previous year, registered only 3.5% production gain during the first half of 1968.

Even though the textile industry has probably seen the worst of its present crisis—inventories are decreasing and the wool sector is beginning to pick up—final recovery of this industry will depend on further streamlining of its structure and higher specialization of production. In the early fifties the textile industry accounted for about 16% of the GNP, in 1967 it accounted for 8%.

The government is introducing a bill, drawn up in 1965 during a previous crisis, by which the state-owned financial organization IMI will make available 200 billion lire ($320 million) to textile concerns willing to modernize their plants or convert them to other production.

On the bright side of the productive situation, the chemical industry and the artificial fibers sector were the industrial leaders, registering 11.8% and 15.5% gains, respectively, over last year.

Twenty months after its reorganization, the shipbuilding industry has overcome its long depression and its workload of 1.8 million tons is satisfactory.

Benefiting from recovery of the construction and shipbuilding industries, the metal-working sector as a whole showed a 9.8% production gain (steel output rose 8.1%, pig iron output rose 10.1%) which, however, is lower than the 14.6% growth rate attained during 1967.

Production of electric household appliances continued at a high level, despite the French restrictive measures on imports and the British surtax on Italian refrigerators. To offset the effect of foreign restrictions and boost domestic demand, the Italian government enacted (August 29) a bill cancelling a tax increase imposed two years ago on electric power for household consumption.

Recovery of the construction industry is gradually extending to residential buildings. Value of public works through March rose 14.8%. New indices show that during the first quarter of 1968 new construction permits were up 32.3%, new starts rose 27.6% and completions rose 2.7%.

Housing construction showed further signs of improvement (new permits up 25.4%, although completions were down 2.2%) but the notable increases in new housing permits is largely due to the coming into effect on Sept. 1 of severe restrictions on volume of new construction in all communities not equipped with town plans.

The Italian Government is expected to introduce a bill (approved by The Cabinet July 26) to enable house buyers who do not own a house or apartment already, to borrow up to eight million lire ($12,800) from banks on 25-year credit at 5% interest.

During the first half of 1968, the output of the mining industry rose 11.2%.

The energy producing industries continued to increase their output, the petroleum refining industry reported an 8.5% production gain, while the output of the electric power industry was up 7.2%.

STRONG ECONOMIC GROWTH, despite the appearance of some danger signals, is reflected in this model in foreground, of what is reputedly the world's largest pasta factory. Work on the project, which is being directed by a subsidiary of the Austin Co. of Cleveland, Ohio, goes on in the background.

The wheat crop, after wintering very well, produced another bumper harvest of about 9.2 million tons. However, one bright spot for U.S. exports is that Italy's durum crop is not large enough this year to meet demand. Durum imports are already picking up, with a total import need of up to 800,000 tons.

With the higher levies on feedgrains effective August 1, and a bumper corn crop of four million tons in the offing, imports of corn and barley will suffer in 1969. However, imports of U.S. corn for the full year 1968 should be substantially above last year's level.

Imports of soybeans and meal, of which over 90% come from the United States, are holding up well and should set a new record this year. The Italian housewife continues to shift from olive to seed oil for her cooking needs. This in turn increases the market for soybean oil which comprises over 50% of the average contents of seed oil sold.

Sharply increased demand for cigarettes manufactured under license, which utilize American tobacco, continued to keep the supply of tobacco much below the demand. At least one day per week, cigarettes manufactured under license are not available in tobacco shops.

Use of U.S. cotton with Italian textile industry is increasing. As a result of the low interest loans available through the Government, some merging and new financing is currently taking place.

Tax receipts in the first half of 1968 were up 9.3% over the corresponding period of 1967. This was again considerably less than the expansion of tax receipts by 15.2% between the first halves of 1967 and 1966, but the 1967 figures are distorted by the tax increases which were introduced in late 1966 to finance flood relief. On the other hand, the most recent surveys of business opinion still indicate substantial satisfaction with the progress and prospects of the economy.

In late July the Government announced approval by the Council of Ministers of measures calculated to stimulate the level of internal consumption and investment demand. In late August, a portion of the expansionary package earlier approved was put into effect by decree law. A decree law is effective immediately, but must be approved by Parliament within 60 days.

Measures in effect

The implemented measures include:

- An investment tax credit equal to half the amount by which new fixed investment exceeds the average annual investment during the previous five years;
- The assumption by the Government of certain social security contributions made by companies operating in the South;
- The abolition of the surtax on the use of electricity for appliances; and
- The expansion of credit facilities for the use of small and medium industry, for artisans and for commerce.

Additional measures are now being prepared for submission to Parliament. These include measures to stimulate the importation of technologically-advanced equipment and to increase both public and private technical research. Additional steps will also be taken to stimulate the lagging textile industry and to expand investment in basic economic facilities, including highway building, railroad modernizations, expansion of port facilities and low-cost housing projects, school and university building programs, and improvement of urban transportation.

The price structure during the first half of 1968 remained remarkably stable, continuing the trend of modest changes that characterized 1967. In the first six months of 1968, the consumer price index rose by only 0.47%, and at the end of June were only 1.35% above the June 1967 level. During the first half of 1968 the wholesale price index actually decreased by 0.9%. At mid-year this index was a mere 0.50% above the level of mid-1967. A new index of consumer prices for blue and white collar workers, which substitutes for the former cost-of-living index, also reflects the narrow limits within which prices have moved recently. At the end of June, the new index had moved up 1.27% since June 1967 and only 0.58% since January.

Monetary and credit conditions in Italy have remained relatively easy and there have been no significant changes in the interest rate structure.

Despite fears expressed by some Italian observers at the beginning of the year that sterling devaluation and the U.S. balance of payments program would have serious effects on the Italian economy, Italy's balance of payments has remained in sur-

plus. During the first seven months of 1968, the surplus aggregated $167 million, a substantial shift from the deficit of $46 million shown in the comparable period of last year. For 1967 as a whole, however, Italy had a balance of payments surplus of $324 million.

Exports have shown a remarkable tendency to expand, while imports have grown only moderately, partially reflecting the slower tempo of domestic economic growth. January-July export receipts rose by 17.5% above the first six months of 1967, while imports increased only 5.7% Customs data for the first half of 1968 show exports up 12.8% and imports up only 2.3% from the first half of 1967. The trade deficit narrowed to $215 million from $728 million a year ago.

A swelling capital outflow has to a certain extent offset the improvement in Italy's current account transactions balance. In the first half of the year, the net outflow of capital reached $672 million, compared with $517 million in the first half of last year. Much of the capital has presumably been directed into investments in the booming Euro-issues market.

In general, Italian capital has continued to be attracted by investment opportunities abroad in view of the stability of domestic interest rates (in the face of high rates abroad) and the sluggishness of the Italian stock market. The May parliamentary elections may also have contributed to the capital outflow, the phenomenon of capital exports being traditional in Italy during election years.

Growth may slow

It would not be surprising if Italy's export expansion slowed down in the second half of the year, as the impact of measures taken in the United States, the United Kingdom and France begin to have greater effect on the foreign demand for Italy's goods. Also, by early 1969, the measures taken by the Government to strengthen the domestic economy should have an expansive effect on imports.

However, Italy is in an excellent position to face a deterioration in its balance of payments. As of July 31, total official gold and foreign exchange reserves stood at $6.1 billion. Only the United States and Germany had larger reserves.

There have been few national strikes of consequence during the last six months. The most significant was a seamen's strike during August which affected primarily Italian ocean-going passenger ships. Strikes of a local and plant-level nature, on the contrary were fairly numerous. Little activity took place in the realm of collective bargaining during the period in question, primarily because most major national contracts are not due to expire until 1969.

Korean economy continues to meet ambitious growth goals; U.S. share of commercial imports up strongly

Manufacturing is well on way to replacing agriculture as largest contributor to GNP; nation still needs substantial foreign capital

Korea's six-year upswing is still going strong, and is expected to continue for the foreseeable future, according to the semi-annual Economic Trends Report from the U.S. Embassy in Seoul.

Revised figures for Korea's gross national product (GNP) show a real growth of 8.9%, and GNP in the first quarter of 1968 was 13.3% higher than the first quarter of 1967. Target growth for this year is 12% and preliminary reports indicate that 11.7% real growth is planned for 1969.

Manufacturing is well on its way to surpassing agriculture as the largest contributor to total GNP. The economy is progressing to a degree not thought possible five years ago.

Trade is booming. Exports this year will approximate $500 million and imports may reach $1.2 million.

The trade deficit for the first six months of 1968 was about $420 million, compared with about $250 million for the same period in 1967. However, exports are usually higher in the last half of the year and the Government has taken steps to decrease imports.

Pledged to liberalize

Korea is committed to a policy of liberalizing its trade controls. It is putting this policy into effect insofar as completion of development projects, the level of foreign exchange holdings, stabilization measures, and maintenance of price stability permit. In view of rapidly increasing imports this year, Korea has, in effect, temporarily retreated somewhat from the liberalization introduced last year. This retrenchment has been in increased margin requirements for the import of non-essential commodities and some additions to the restricted category of imports.

An encouraging aspect of Korea's progress is the trend toward an increase in the purely commercial portion of overall merchandise imports, which are paid for with Korean foreign exchange (KFX). These were 64% in 1967 compared with 54% in 1965. Aid imports made up 16.3% of total imports in 1967 compared with 35.5% in 1965. Loan-financed imports rose to 16.8% of the 1967 total, compared with 6.8% in 1965.

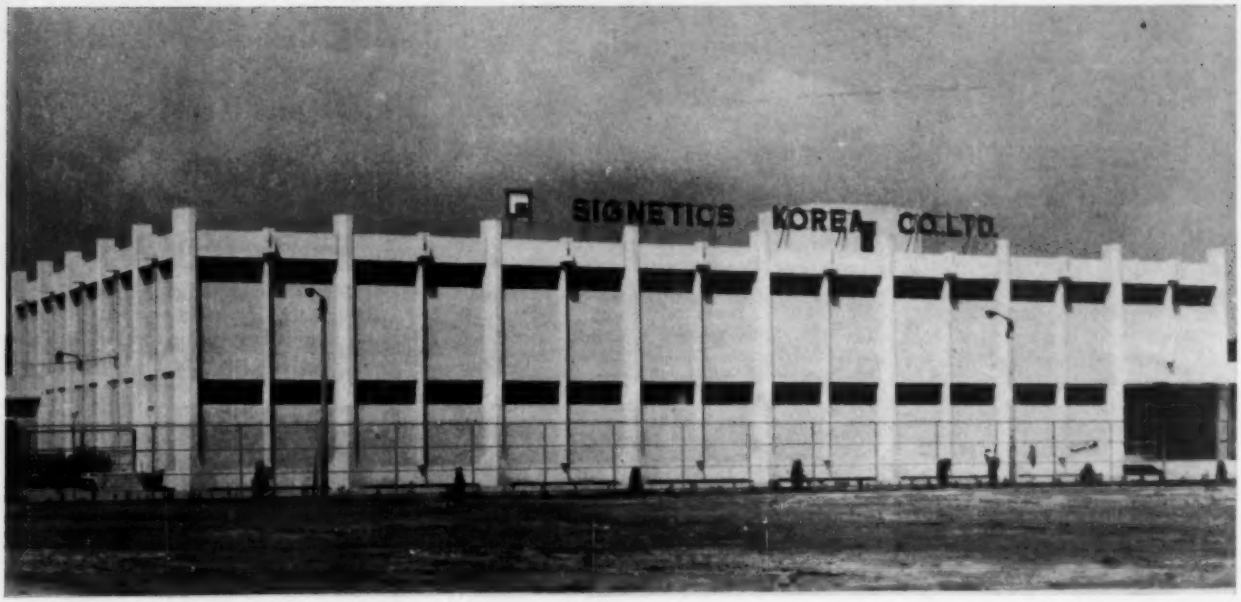
The U.S. share of KFX imports increased from 14% in 1966 to 21% in 1967. On the basis of January to April trade figures, the U.S. is continuing to increase its share of the important KFX import category.

The increasing U.S. share of Korea's KFX imports is apparently at the expense of Japan. Although it is difficult to attribute the U.S. gain to specific causes, contributing factors include increasing American investment accompanied by import of capital goods, AID and Eximbank loans for procurement of products from the United States, and growing recognition by Americans of sales potential in the Korean market.

Japan is now, and is likely to remain, the most formidable alternate source, both for finance and for merchandise. Despite geographic, language, and price advantages, Japan can be "out-sold" on the basis of quality, durability, and efficiency of U.S. products. Success requires close attention by U.S. suppliers, physical presence, and peerless service facilities.

Certain types of U.S. aid are on the decline, which have resulted in (1) a greater self-reliance by Korea on its own resources to support its growing economy and (2) a challenge to U.S. suppliers to sharpen their competitive position to retain and increase the sale of goods which depended on U.S. aid. However, the very justification for the decrease in aid is the outstanding progress already achieved, the proven self-reliance of the Korean economy, and its bright potential.

Increased U.S. commercial exports are



MANUFACTURING IS WELL ON THE WAY to replacing agriculture as the chief contributor to Korea's GNP, and the nation is anxious to maintain the sharply increased level of foreign capital for industrial projects. This is the recently opened subsidiary of a U.S. electronics firm.

especially promising in the following categories: non-electric machinery; electric machinery, apparatus, and appliances; and miscellaneous manufactured articles.

Sales possibilities are good in the following SITC categories: medicinal and pharmaceutical preparations; plastic materials; chemical materials and products; paper and paper products; textile yarn; sanitary plumbing, heating and lighting fixtures; and professional scientific controlling instruments.

The inflow of foreign capital jumped dramatically in 1966 following the enactment of the Foreign Capital Inducement Law. The $240 million inflow in 1967 consisted of $123 million in private loans, public loans of $106 million, and direct investment of $11 million. The United States accounted for 68% of public loans, only 8% of private commercial loans, and 92% of direct investment.

Most comes from U.S.

So far, the preponderant response to liberal direct investment incentives has come from the United States, but the cumulative transfer through 1967 of direct investment capital from all sources is still low at $38 million.

Korea still needs large injections of foreign capital and prefers to obtain these in long-term loans and joint ventures. Potential investors should note that Korea is a Schedule A country in which U.S. firms may invest up to 110% of the amount they invested in the base years 1965-66. In addition, firms may transfer investment flow from other countries to Schedule A countries, among which Korea offers substantial attraction.

The U.S. AID program in Korea provides a possible source of finance for firms whose projects can qualify. The presence at Seoul of branches of three leading U.S. banks is another source of assistance for American firms operating in Korea.

Potential American investors should be aware that suitable housing for their American staff is relatively scarce and expensive. There are a number of government-run foreign exchange commissaries where western foods are available, but availability of items is irregular and prices are comparable to those in the United States.

Potential investors would be well advised to elicit comments of U.S. firms which have invested in Korea in order to profit from their experience in the Korean economy. The last semi-annual Economic Trends Report contains a list of U.S. firms having substantial or 100% equity in Korean-based undertakings.

A continuation of the presently favorable economic climate depends in part upon the following uncertainties: future developments in Viet-Nam and their effect upon Korea's foreign exchange earnings; the possibility of the continuing threat from North Korea manifesting itself in more frequent incidents and attempts at infiltration; and continued availability of foreign finance to enable Korea to maintain liquidity and carry out ambitious development projects.

The present condition of the Korean economy is definitely favorable. Korea has six years of remarkable accomplishment behind it and is experiencing a continuation of that progress in the current year.

Korea has had a strong and stable government since 1963. This is only a little over five years; yet the progress made during those years enhances the prospects for continuing stability.

The trade potential for U.S. exporters is readily apparent in the high level of total imports, which is expected to exceed $1.2 billion in 1968.

A significant component of imports during coming years will be those financed with loan funds. In that connection, Korea has plans for large-scale projects financed with public borrowing from other governments and from international financial institutions. Loans from governments are likely to provide for tied procurement and those from international organizations will provide opportunities for competitive supply of capital goods.

In either event, U.S. interests should thoroughly familiarize themselves with the opportunities for participation in both loans and trade.

Real gross national product (at constant 1965 prices) increased by 13% in 1966 and 9% in 1967. Major increases were in manufacturing, social overhead, and various service industries.

Estimates for the first quarter of 1968

reveal real GNP is 13.3% higher than in the first quarter of 1967. This performance improves prospects for achieving the forecast of 12% real growth in 1968.

Agricultural production comprises about 30% of total GNP and therefore exerts the largest single influence on GNP growth. However, the manufacturing industries are increasing rapidly in importance, having expanded by 39 billion won (US $144 million) in 1967 to account for 21% of total GNP compared with 18% in 1966. Bank of Korea estimates for the first quarter of 1968 show that manufacturing activity increased 24.4% over the corresponding period in 1967 and accounted for 30% of first quarter GNP.

Expenditure for personal consumption was relatively stable in the past two years (78.5% of real GNP in 1966 and 78.7% in 1967).

Figures are not yet available for any portion of 1968. Prospects for domestic savings in 1968 are encouraging. The April cutback in maximum annual interest on time and savings deposits from 30% to 27.6% does not appear to have discouraged the rising trend. The Government now proposes to cut maximum interest back to 25.2%.

Capital flows in

Foreign capital inflow climbed steadily from $48 million in 1965 to $240 million in 1967. An inflow of $346 million has been projected for 1968. The annual foreign direct investment component of capital inflow from 1965 to 1967 was $6.3, $14.5, and $11.3 million, respectively. The projection for 1968 is $20 million.

The wholesale price index at the end of July was 7.5% higher than one year earlier. It is unlikely that the average increase in 1968 will achieve the announced goal for 1968 of less than 6%. Prospects for an annual average increase of from 7% to 8% for 1968 is possible, in the light of performance in 1966 and 1967 when most of the increase occurred in the first half of each year.

The consumer price index is also running slightly ahead of the target of a maximum 10% increase for 1968. At the end of July the Seoul city index was 10.9% higher than at the end of July 1967. If the pattern of the past two years prevails, the average annual index for 1968 could approximate an 11% increase (about the same as occurred in 1967).

Although available evidence indicates that nominal wages in 1968 will average 20% to 25% more than in 1967, Korea should retain its marked attractiveness as a low-cost labor market. The attraction is strengthened by the large and almost completely literate labor force with a will to work, ready adaptability toward technical innovations, and high individual motivation.

The export target for 1968 is $500 million, an increase of about 40% more than 1967, on a settlements basis. Exports based on customs figures, which roughly correspond to actual shipments, reflect an increase of 45% over first half 1967 customs figures.

An analysis of Korea's exports indicates the increasing importance of manufacturing industries to Korea's foreign exchange earning capability. Manufactured goods plus miscellaneous manufactured articles (Divisions 6 and 8 of the Standard International Trade Classification), non-electric machinery (Section 71 of SITC), and electric machinery, apparatus, and appliances (Section 72) accounted for $152.1 million in export earnings in 1966 and $210 million in 1967.

These manufacturing categories comprised 60.8% of total export earnings in 1966 and 65.6% in 1967: 82.8% of the entire increase in export earnings in 1967 was accounted for by these manufacturing categories. First quarter 1968 export receipts in these categories are already 68.6% more than in the first quarter of 1967 and account for 71.7% of the nation's total first quarter export earnings.

Real growth at 10%

Beginning with 1962 Korea's annual real GNP growth through 1967 was 9.4%. Realization of the targets projected for 1968 and 1969 will raise the annual real growth since 1962 to 10.1%. Increasing industrialization, anticipated expansion of agricultural production, and planned basic economic projects suggest that Korea's remarkable real growth rate will be maintained —at least for the short term.

Eximbank note rates change

The Export-Import Bank has made changes in rates on its short term discount promissory notes on Oct. 3. The previous rate change was effective on Aug. 15. The new rates are (with previous rates in parentheses): 30-89 days, 5.25% (5.25%); 90-179 days, 5.40% (5.45%); 180-360 days, 5.50% (5.60%).

Zambia to purchase equipment with two World Bank loans

Two World Bank loans totaling $16 million will assist Zambia in launching a long-range afforestation program to meet industry's requirements for wood and in rebuilding 235 miles of the Great North Road which forms part of the Tanzam Highway linking the Zambian copperbelt with the Tanzanian port of Dar-es-Salaam.

The road loan amounts to $10.7 million and the afforestation loan to $5.3 million.

The total cost of the road project is estimated at the equivalent of $17.5 million. The Bank loan of $10.7 million will finance the remaining foreign exchange requirements. Contracts for construction have already been awarded after international competitive bidding.

The afforestation project will be managed by the Industrial Plantations Division of the Forest Department of the Ministry of Natural Resources and Tourism.

Contracts amounting to $15,000 or more for the purchase of tractors, bulldozers, graders, trucks and personnel vehicles and for land clearing will be awarded on the basis of international competitive bidding. Construction of buildings and roads and the planting and maintenance of trees will be done by the Industrial Plantations Division.

Decree may increase Peru's telecommunications imports

Increased opportunities for sales and assembly of telecommunications equipment in Peru may result from a decree issued recently by the Peruvian Government. The decree (No. 325-68-HC) provides for significant tariff exemptions on imports of telecommunications equipment, materials, implements, components and parts, as well as on raw and semi-processed materials and accessories for the local assembly of such equipment.

The decree provides for tariff exemptions from all specific duties, additional taxes, and consular fees. Service fees and other minor customs charges will still be applied.

These exemptions may be extended to all imports of equipment and material for the expansion of Peruvian telecommunications services in accordance with programs approved by the Permanent Telecommunications Board.

Yugoslavs back in gear

Foreign exchange shortage brings trade controls and licenses, some higher tariffs

The Yugoslav economy has begun to show clear signs of recovery from the stagnation prevailing in 1967. The semi-annual Economic Trends Report from the U.S. Embassy in Belgrade says that Yugoslav imports during the first half of 1968 remained at 1967 levels, while exports decreased 6%, largely due to a 28% drop in agricultural exports to EEC countries and declining exports to the COMECON (Communist block) area. Yugoslavia's first-half trade deficit increased to $276 million; most of this, however, is expected to be covered by invisible earnings, with some improvement in the current account in convertible currencies.

New trade regulations

Concern over the deterioration of Yugoslavia's foreign trade position following the extensive liberalization of imports in 1967 and the state of certain domestic industries hard-hit by import competition led the Yugoslav Government to place a number of goods under more stringent foreign exchange and trade controls and licenses, and to raise tariffs on certain other items.

A new and temporary requirement calls for a special permit from the Secretariat for Foreign Trade for the importation of a wide range of goods, mainly agricultural products, textiles, and household appliances.

To the extent that these new requirements may be used to channel purchases to good Yugoslav export customers and away from those countries where unusually heavy trade imbalances exist, it is believed that they will not pose problems for U.S. exporters. However, the existence of these restrictions introduces an element of uncertainty for anyone planning to sell the affected items in Yugoslavia.

There is now a 3% equalization tax on most goods entering Yugoslavia. This tax is intended to compensate for taxes paid by Yugoslav producers but which are not levied on imported items. The tax is levied on the dutiable value of the imported item.

A 1% tax intended to defray customs expenses is also now being levied on Yugoslav imports. Like the equalization tax, it is based on the dutiable value of the import.

The Yugoslav market for modern industrial equipment is expected to continue growing as Yugoslavia continues to pursue modernization goals. During the first six months of 1968 the import of capital goods and equipment increased 17% over the same period of 1967. The market for capital goods should be expanded even further by the large investment programs recently authorized by the Federal Assembly.

Because of Yugoslav recognition of American leadership in industrial technology, the Yugoslav drive toward increased modernization and industrial efficiency should provide U.S. manufacturers of capital equipment with good sales prospects. American manufacturers may well benefit from the heightened Yugoslav interest in expanding trade with the United States to offset volume lost through EEC restrictions.

In the light of Yugoslavia's industrial and trading problems, a flexible approach is required of suppliers wishing to take advantage of the country's urgent need for modern industrial equipment. Many large firms—including a growing number of American companies—are already profiting from unorthodox variations in their normal sales techniques. Some suppliers have met Yugoslav limited availability of convertible currency by arranging to credit equipment sales against substantial purchases of food and agricultural produce.

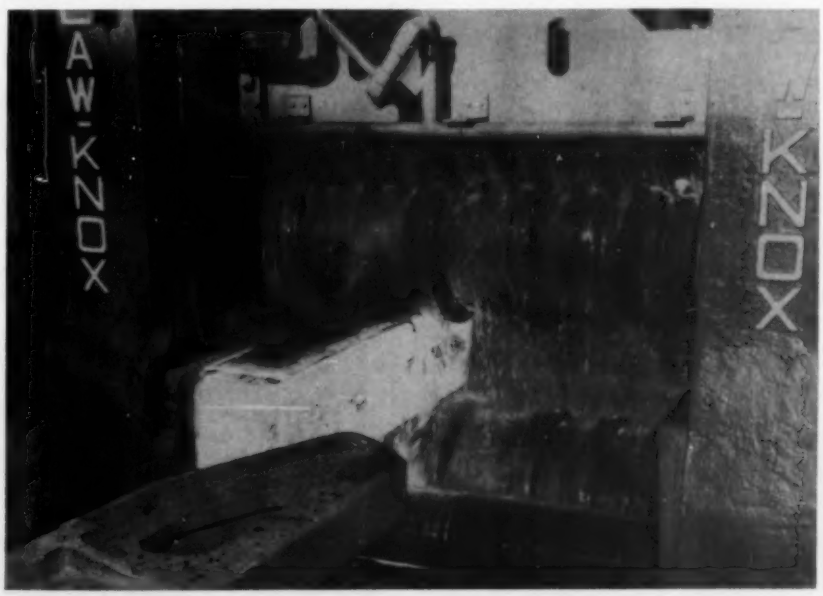
U.S. firms can take advantage of Yugoslavia's trade surplus with clearing partners by offering products and equipment from their factories or subsidiaries located in countries with which Yugoslavia has favorable clearing account balances, or by accepting such clearing account currencies in payment. The striking success of West European suppliers in Yugoslavia has been closely related to the availability of substantial export credits.

Joint ventures preferred

Finally, joint manufacturing/licensing arrangements under which the Yugoslavs can meet their needs for equipment and at the same time develop their own production and export capabilities will provide an almost irresistible competitive advantage to foreign firms in a position to enter such an arrangement.

Yugoslavia's foreign capital investment legislation now offers the possibility of participating in the direction and profits of such an enterprise and of obtaining a Yugoslav bank guarantee for convertible currency repatriation of profits. However, as of August the response to this legislation had been disappointing to the Yugo-

YUGOSLAVS RECOGNIZE AMERICAN LEADERSHIP in industrial technology, and U.S. suppliers could benefit from Yugoslav efforts to expand trade. This U.S. equipment is in an iron works at Sisak.



YUGOSLAVIA ABOUNDS IN TOURIST ATTRACTIONS, both scenic and the remnants of the numerous cultures which have predominated there over the centuries. The big problem, and opportunity, is building enough facilities such as those at left to accommodate the flood of visitors which are coming to see attractions like the Roman arena at right, and are making tourism one of Yugoslavia's fastest-growing industries and foreign exchange earners.

slavs. Only a few foreign firms have taken advantage of the possibilities for joint investment, preferring instead to proceed cautiously.

Under the terms of a decree enacted on Sept. 11, foreign firms may for the first time establish representational offices in Yugoslavia. Previously foreign firms could be represented only through Yugoslav firms or by traveling representatives stationed outside Yugoslavia.

In order to open an office in Yugoslavia, a foreign firm must have either a joint investment in, or a business-technical cooperation contract with, a Yugoslav enterprise. Also, at least 50% of the staff employed in such offices must be Yugoslav citizens. The law also stipulates that representation must be carried out by business organizations and not by individuals.

Although it is too early to assess the impact of the new legislation, its enactment underlines Yugoslav interest in attracting and encouraging foreign private participation in the economy.

More resources are becoming available to modernize Yugoslavia's capacity to grow, process, distribute, and market agricultural products. Yugoslav interests include complete lines of equipment for cultivating and harvesting grains, fruits, and vegetables, as well as processing and packaging plants, equipment, and techniques relating to the food packaging, marketing, and distribution network.

Many American and Western suppliers of these types of equipment are now active in the Yugoslav market. An official U.S. pavilion at the influential Novi Sad Agricultural Fair to be held next May should provide a powerful sales impetus for American manufacturers of agricultural and food packaging machinery.

The significance of Yugoslavia as a tourist center is expected to increase substantially. Hotel, catering, and similar tourist enterprises, many of which are permitted to use up to 60% of their foreign exchange earnings for the purchase of foreign equipment, are a good market for climate control, hotel maintenance, laundry and dry cleaning, recreation, food preparation, and food serving equipment.

The highly successful U.S. Government-sponsored TOUREX 67 exhibition held in Belgrade in Sept. and Oct. 1967 has greatly increased Yugoslav awareness of the pre-eminence of American products in these fields.

Yugoslav demand for Western capital equipment is expected to continue unabated. Yugoslav firms are now planning major purchases in the fields of nonferrous metals (copper ore processing plants), transportation (railway and highway construction equipment), and machinery and materials for petroleum refining and petrochemical production. The expanding aluminum industry may also provide good sales opportunities.

Imports for industries

Structurally, Yugoslav imports shifted in favor of industrial goods (+4%) during the first half of 1968, while purchases of agricultural commodities decreased sharply (—27%). Imports of capital goods rose 3.5% while imports of materials for production decreased 2.7% and consumer goods 8%. Imports of foods, beverages and tobacco, raw materials and semi-finished products declined; those of machinery and transport goods registered a substantial advance, along with smaller absolute increases for finished goods, fuels and non-edible fats and oils.

It is important to note that the increased trade deficit reflects a substantial deficit with CEMA (Comecon) nations, which can be readily financed by the sizeable surplus clearing accounts which Yugoslavia has accumulated with these nations over the years. On the other hand, Yugoslavia's trade deficit with the convertible area declined slightly during the first half of 1968.

The regional pattern of trade registered a striking shift, as exports dropped sharply to the CEMA area held stable to Western Europe and rose to other areas. While shipments to the EEC and CEMA countries dipped by 8% and 17% respectively, those to EFTA rose 13%. Exports to the United States rose modestly from $42 million to $44 million.

EFTA and CEMA countries registered above average advances as sources for Yugoslav imports (10% and 8%, respectively) in the first half year, with imports from the EEC about at last year's level.

Published statistics available for January to April show that strong increases in invisible earnings continued, with gross earnings from this source up $55 million, led by transportation, workers' remittances and tourism. Six-months gross earnings in foreign exchange from tourism were up by as much as 43% over 1967, reflecting greater spending per tourist and greater willingness of Yugoslavs to turn in foreign exchange as prices stabilize within the country and the dinar becomes stronger abroad.

Gold and foreign exchange reserves of the National Bank, which dropped sharply at the end of 1967, recovered by the end of the first quarter to $149 million, well above the 1967 first quarter figure of $107 million. At the end of June National Bank reserves were $118 million, an in-

U.S. sales drop

Imports from North America, mainly the United States, declined sharply (—33%), along with those from South America (—46%). In the first six months imports from the United States declined from $66 million in 1967 to $41 million, a drop of 38%, as Yugoslavia benefitted from the results of two good harvest years in reducing wheat imports and adjusted to the loss of PL-480 credits for cotton and vegetable oils.

In the first six months, however, Yugoslavia had a surprising first-time surplus in trade with the United States, exporting $44 million and importing $41 million. If predictions made by responsible officials of the Secretariat for Foreign Trade bear out, an increase in imports from the United States should occur during the latter half of 1968.

crease of $6 million over June 1967.

One of the most encouraging signs in the trend toward revival of the Yugoslav economy was the marked increase in industrial production during the first six months of 1968. The industrial growth rate of 4.6% during that period, if continued, will mean a 1968 production growth-rate higher than planned.

Industrial growth proceeded on a broad front, with only the tobacco, food processing, rubber, and footwear industries registering declines from 1967 production levels. The 16 branches of industry showing significant production advances over January-July 1967 levels include iron and steel (+6%), chemicals (+11%), building materials (+9%), non-metallic minerals (+9%), paper (+6%), electrical manufacturing (+7%), and shipbuilding (+57%).

The rate of accumulation of inventories slowed perceptibly in the first half year; therefore it appears that a substantial portion of the increase in industrial production is being absorbed by the domestic and foreign market, and is responsive to market needs.

Many enterprises continue to look toward mergers or integration with other firms as a means of increasing industrial and production efficiency. A law pending in the Federal Assembly designed to simplify merger requirements and procedures would undoubtedly accelerate this trend.

Capital investment, moribund during the first quarter of 1968, showed strong increases during the second and third quarters and now stands 21% above the level for the first seven months of 1967. The industrial, mining, and construction areas have been the leaders in increasing investments, while the banks have continued to show rapid growth.

Retail prices up

During the first half of 1968, workers' nominal incomes were on the average 11% higher than the same period of 1967, while real wages were up 6% and labor productivity increased 5%. Retail prices during the first seven months were 3.4% above those of the same period of the preceding year, while factory prices had increased only 0.3% and the overall cost of living index rose 5%, largely due to legislated rent increases.

Despite the generally favorable movement of the Yugoslav economy, the economic system is still hampered by excessive inventories, which predate the 1965 economic reform, but were accentuated by its stringent credit policy. While recently decreasing, inventories remain at an undesirably high level. Savings deposits, encouraged by interest rates as high as 7%, are at an all-time high.

To combat the lack of liquidity in the economy and to encourage favorable trends which have appeared thus far in 1968, the Yugoslav Federal Assembly recently authorized a comprehensive package of investment and credit legislation. Additional investments for improvement of telephone systems and housing starts have been authorized. The maximum interest rate on loans has been lowered from 10 to 8%, while the bank reserve ratio has been lowered still further from 31% to 25%, primarily to provide more expansion capital for export-oriented industries and to finance purchases of 1968 harvests.

Tax penalties ended

The elimination of tax and financial penalties has encouraged enterprises to sell off their excess inventories at reduced prices over a five-year period. Consumer credit restrictions were also eased and an upward trend in the granting of consumer credit is now clearly discernible, with a corresponding rise in the volume of retail trade. The Assembly also enacted certain measures to encourage exports and control imports.

Unofficial export data in the first six months of 1968 were disappointing, but increased invisible earnings are likely to compensate substantially for the poor showing. Latest figures for July and August, moreover, show a promising upturn in exports to the convertible currency area.

A substantial unemployment problem has been created by the recent economic stagnation, with the economy unable to absorb all newcomers to the labor market. In June there were 280,000 registered unemployed, or about 8% of those working in the social, non-private sector of the economy, while in the same month of 1967 the unemployment rate was 6.8%. The June unemployment figure represents an increase of 13% over the number of registered unemployed in June 1967.

Although the great majority of the unemployed are unskilled, the number of unemployed who are skilled and educated is also increasing. The Yugoslav Government has proposed a number of measures designed to alleviate the unemployment problem, including compulsory apprenticeship programs, upgrading of job qualification requirements, and increase in investment activity in key sectors of the economy.

World bidders to supply $5 million Guyana project to protect coastal plain

A World Bank loan equivalent to $5 million to Guyana will be used for the first phase of a 12-Year Sea Defense Program to provide protection against erosion and flooding of the fertile coastal plains which lie below sea level.

The Ministry of Works and Hydraulics will be responsible for the execution of the project. Contracts for construction and procurement will be awarded after international competitive bidding.

The Bank project consists of the construction of about five miles of masonry/concrete sea walls of various types; the purchase of equipment to extend the scope of coastal erosion research and hydrographic studies; and technical and economic studies to prepare projects, on the basis of economic priority, for later phases of the program.

Engineering consultants will be retained to review specifications and documents, administer contracts and supervise construction. The studies, which will include the design and economic evaluation of a breakwater at the capital, Georgetown, will be carried out by consultants according to a schedule which will permit subsequent financing to be completed in time to allow later phases of the program to continue without interruption.

The selection of sites and the design of the project works are based on a study of coastal erosion financed by the United Nations Development Program (Special Fund) for which the World Bank was Executing Agency.

U.S. production under license sought for newly-designed European equipment

Offers include a patented measuring instrument, wrenches, escalators, hydraulic motors, machine tools, bottling of soft drinks, machinery

An inventor in Switzerland, and manufacturers in France, West Germany, and Denmark are seeking U.S. licensees to produce and distribute their products for the U.S. market. The products offered are a patented measuring instrument, special universal wrenches, hydraulic motors, machine tools for metal cutting, escalators, lace dividing and scalloping machinery, and bottling of soft drinks.

For additional details and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A Swiss inventor seeks a U.S. licensee to produce his patented wrenches.

One type is an adjustable socket-box spanner-beak wrench which can take the place of a handful of wrenches with open-end and pointed box-end openings.

The other type is an adjustable socket wrench and box spanner.

Each type of wrench is easily adjusted for size, and each is so engineered as to avoid slippage and damage.

The Swiss inventor was awarded a medal for his wrenches at the 1966 International Inventors' Fair at Brussels. **File 1664.**

• A Swiss inventor is seeking a U.S. company to produce his patented ruler.

This ruler is a universal measuring instrument capable of being used in wide varieties of ways, in workshops, factories or engineering offices. It can also be used in the construction of vehicle bodies, in the manufacture of automobiles, airplanes, and machinery, railways, installations, the construction of buildings, and so on.

This measuring instrument is provided with a water-level which can be adjusted in a complete circle, thereby enabling horizontal and vertical positions and any desired angle to be set, checked and fixed. In this way it is possible to check and ascertain the exact position or angle of machinery parts or other bodies. The deviations from the horizontal or vertical positions are measured with a movable arm and are read off on the scale. The range of application of the measuring instrument is unrestricted. It can be used as a measure of inclination up to 15 degrees of exactness, and also as a square-rule.

The instrument can be supplied with: A rotary water-level; a socket constructed as a prism and also with a water-level; a movable ruler for special purposes, for example, angular measurements in hollow spaces.

Both the socket and the ruler can easily be taken apart. Owing to the special construction of the instrument, it is possible to measure, fix and transfer already existing or projected angles from the inside, and by the special use of the water-level rotating in a complete circle, to measure angles and straight lines or edges as seen from below. This measuring instrument was awarded a silver medal at the Brussels International Inventors' Fair. **File 1665.**

• A French company is offering a U.S. licensee its hydraulic motor. The French company has replaced mechanical drives in its motors with more flexible and less expensive hydraulic connections. Power is thus generated by hydraulic pump connected to the driver unit. In this way, the driven units, directly connected to the hydraulic motor, are separate from each other, and without any outside intervention, are able to develop instantaneously at the required speeds, the necessary torques corresponding to the stresses they have to meet.

The hydraulic motors, supplied by a variable output reversible pump, can rotate at will in either direction at adequate pre-set speeds. The driving shaft, carrying five planet gears, rotates through four simultaneous, combined operations. **File 1666.**

• A West German soft drink producer established in 1902 is interested in franchising the bottling of its products in the U.S.

Some of the features of the franchise plan are as follows: 1) a full line of soft drinks headed by a carbonated refresher flavored exclusively by pure fruit extracts; 2) an attractive, internationally registered, brand name made available without any royalties; 3) the equally protected shape and eye catching markings of the bottle; 4) a close liaison and technical service including bottling know-how, continuous quality supervision, and the entire spectrum of brand sales organization and promotion; 5) a modern concept of advertising and publicity developed by a top-ranking advertising agency, applied in a schedule jointly worked out with the licensee. The West German company usually assumes half of the cost. **File 1667.**

• A West German firm has expressed its interest in granting a license for the manufacture in the U.S. of its escalators which are patented in many countries, including the U.S.

These escalators work on a new concept, using racks instead of chains. The racks, made of a special hardened material, do not require lubrication or any other maintenance, the manufacturer claims.

Escalators based on this principle are

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

already being manufactured under the German firm's license in Spain, Italy, and The Netherlands. They are used for entry into the Paris and Frankfurt subway systems, and in other weather-exposed locations. **File 1668.**

• A Danish manufacturer is offering lace scalloping and dividing machinery for production in the U.S. under license.

The scalloping machinery allows for scalloping of both sides of the lace in one operation, 50 rows at a time. One experienced worker can check and control the whole operation.

The lace dividing machinery has a normal working rate of more than 59,000 ft. of lace per hour in the 60 rows. One worker can operate two machines at a time.

The Danish manufacturer is also interested in cross-licensing for the production of hydraulic machinery. **File 1669.**

Irish firm seeks to expand machine shop activities

A manufacturer of cloakroom equipment, lockers, shelving and similar items of steel fabrication seeks a license from U.S. firms for the manufacture of computer components and/or storage equipment. The Irish company operates a modern fabrication plant whose sheet-metal and presswork could be increased if required. An American associate would also benefit from a comprehensive scheme of assistance offered by the Northern Government of Ireland through the Ministry of Commerce.

Write: Mr. P. R. Dougan, Managing Director of Sperrin Metal Products Ltd., Cahore Road, Draperstown, Co. Londonderry, Northern Ireland.★ WTD.

Honduran businessmen looking for U.S. partner

A group of reputable Honduran businessmen propose a joint venture with an experienced U.S. insurance firm to establish a new insurance company in Honduras. The company would offer all types of insurance coverage throughout Honduras with the possibility of extending operations to cover all of Central America.

For further details write: Commercial Officer, American Embassy, Avenida La Paz, Tegucigalpa or Mr. Alberto Moncada Zuniga, Apartado Postal 749, Tegucigalpa, Honduras.★

Australian manufacturers seek license agreements

Two Australian firms are looking for licensing arrangements with U.S. firms. Their proposals follow.

A newly established Australian chemical company seeks licenses to produce cleaning compounds and speciality industrial chemicals. The U.S. licensor would provide technical know-how and formulas. The Australian concern which has its own sales organization covering all of the major Australian states is interested in acquiring sales distribution rights.

Write: Mr. Frank E. Rule, Official Representative, New South Wales Centre, Suite 1301, 680 5th Ave., New York, N.Y. 10019. D.7693.

An Australian company seeks licenses to manufacture newly developed plastic fabric coatings, clothing accessories and haberdashery novelties.

Currently, the firm produces industrial fabric coatings, clothing accessories, specialty adhesives and laminated, bonded and chemically treated fabrics and tapes. The company has a subsidiary in New Zealand.

Write: Mr. Frank E. Rule, Official Representative, New South Wales Centre, Suite 1301, 680 5th Ave., New York, N.Y. 10019. D-2304.

New Jersey firm to assist Indonesian transport study

A U.S. firm will take part in a World Bank-sponsored study of the Indonesian transport system.

The World Bank is Executing Agency for the project, which will be carried out by the Danish consultants, Kampmann Kierulff & Saxild A/S (KAMPSAX) of Copenhagen in association with the American firm, Louis Berger Inc. of East Orange, New Jersey.

Financed by the United Nations Development Program, the study calls for an inventory of existing highways, equipment and materials available for maintenance and construction and of all organizations and personnel engaged in highway administration, maintenance and construction. It will also include preparation of a program for immediate highway rehabilitation and assistance in the procurement of the required equipment and materials, and a program for highway development for the years 1970 through 1973.

U.S. economic aid concentrated on 15 nations in fiscal '68

Commitments of $1.86 billion paid for U.S. goods, contractors' services

United States economic aid was concentrated in 15 less-developed countries in fiscal 1968, the Agency for International Development has reported.

The 15 countries received 84% of the $1,861 million committed during the year by AID for country and regional assistance.

An additional $309 million was obligated in assistance for non-regional projects, bringing the total fiscal 1968 program to $2,170 million.

Fifty-eight percent of the country and regional assistance funds were provided in the form of dollar repayable loans. More than half of these commitments, $996 million, were for non-project assistance, primarily to finance the purchase in the United States of commodities needed to support the economies of the less-developed countries.

Technical assistance projects, providing the services of U.S. contractors and American specialists, amounted to $629 million.

Commitments for specific capital projects were $318 million.

The preliminary figures released by AID show that Viet-Nam received the largest amount ($400 million) followed by India ($301 million) and Brazil ($193 million). Other major recipients were: Pakistan, $132 million; Colombia, $77 million; Korea, $75 million; Turkey, $72 million; Laos, $63 million; Chile, $58 million; Thailand, $47 million; Dominican Republic, $43 million; Indonesia, $36 million; Nicaragua, $25 million; Nigeria, $21 million, and Panama, $20 million.

Sixty-eight countries received some form of assistance from AID during the year, eight less than the previous year. The countries dropped from the AID rolls in fiscal 1968 were: Ceylon, Cyprus, Israel, United Arab Republic, Yemen, Trinidad and Tobago, Algeria and Mauritania.

German firms look for U.S. licenses

Two German firms are interested in licenses from U.S. firms to manufacture products related to their field.

The proposals follow.

• Licenses to manufacture multilayer printed circuits are sought by a German producer of electronic time measuring and counting equipment.

The company currently makes stepping motors, pulse and time counters, impulse formers, printed circuit boards, impulse generators and related equipment.

The German concern employs about 85 and reports annual sales of approximately $7.5 million.

Write: Gelma Gesellschaft fuer Elektro-Feinmechanik M.b.H., Mainzer Strasse 36-52, 532 Bad Godesberg-Mehlem, Germany. WTD.

• Licenses to manufacture rubber hoses and tubes for technical applications are sought by an important German producer of specialized rubber products. The firm is also interested in the manufacture of moulded rubber goods and rubber plated rollers and cylinders. It employs about 550 and reports annual sales of over $4 million.

U.S. firms interested in obtaining additional information concerning this opportunity should **write:** Muendener Gummiwarenfabrik GmbH, 351 Hann. Muenden, Kasseler Strasse 3-4, Germany. WTD.

Thailand issues second report on petrochemicals

Thailand's Board of Investment has prepared a booklet with information of available raw materials for a petrochemical industry and of manufacturing opportunities for chemicals including glycerol, sulfur, calcium carbide, synthetic fibers, insecticide formulations, plastics and fertilizers. Recommendations are made for some ventures.

This is the second edition of the Report on the "Possibilities of Manufacturing Petrochemical Products in Thailand."

Inquiries should be addressed to Secretary General, Board of Investment, Bangkok, Thailand.

French end virtual embargo on several fabric imports

The French Technical Committee for Imports of the Ministries of Industry and Finance has approved the issuance of import licenses for cotton fabrics and fabrics of synthetic and artificial fibers. Approximately 9,500 requests for licenses had been received, and this action thus terminates a virtual embargo on such imports since the controls were imposed on July 1 (INTERNATIONAL COMMERCE, July 8).

The French import trade has been notified by mail of the license allocations. Meanwhile, quota restrictions on French imports under BTN EX 53-11, carded woolen fabrics, were lifted on Sept. 5. This action conforms to the recommendation of the Commission of the Economic Communities and was published in the French *Journal Officiel* of Sept. 5.

Two other actions have been taken by the French Government affecting items on the quota list. Imports under position 59-04, twine, cords and rope, plaited or not, have been liberalized. Position EX 84-15 has been further amended (INTERNATIONAL COMMERCE, July 15) to read as follows: "Household electric compression refrigerators, including the cabinets for household refrigerators intended to be equipped with a compression refrigerating unit."

First ADB loan to Malaysia will finance water project

The Asian Development Bank has approved a loan equivalent to $7.2 million to the Government of Malaysia to pay the foreign exchange cost of the Penang Water Supply Project. This is the Bank's first loan to Malaysia.

Imports financed by the loan will be procured through international competitive bidding among firms from the Bank's member nations.

The Project being financed by the Bank involves the designing and construction of facilities which will provide an additional 30 million gallons per day (MGD) of treated water for consumption in the State of Penang, which is one of the 13 states in Malaysia.

The works to be designed and constructed include a barrage across the river, intake works and pumping stations, supply canal, water treatment works and pumps, transmission mains including a separate submarine pipeline for connection from the mainland to the Island of Penang, and a storage reservoir. The works are expected to be completed and be in operation by the end of 1971.

U.S. ties sought by French producers

Three French firms seeks to expand their operations through licensing arrangements with U.S. firms.

• A license to manufacture a swinging arm cowshed cleaner is sought by a French producer of farm equipment such as troughs, hay throwers, manure spreaders, elevators and self regulated drinking bowls.

The French firm employs 400, plus 12 salesmen covering France and other Common Market countries. It reports annual sales of approximately $5 million.

Interested firms should **write:** Mr. J. Gustin, President, Ets. Gustin Fils, 5 Rue President Kennedy, 08-Charleville, Paris, France.★ WTD.

• A Paris manufacturer of material handling, hoisting and industrial equipment is seeking licensing agreements with U.S. firms.

The firm is interested in obtaining electroplating process licensing rights for a wide range of metals. The firm is also seeking licensing rights for chemical degreasing, picking, etching and phosphation of hardened metals, and chomating of light metals.

Established as a corporation in 1957, the firm has 150 employees and reports an annual volume of business of approximately $1.2 million.

Write: Mr. Charles Weglein, Pres., S.I.E.T.A.M., (Societe Industrielle et d'Appareil de Manutention), 39 Rue Buffon, Paris 5, France.★ WTD.

• A large French corporation is seeking licensing agreements or joint venture arrangements with U.S. firms for the local manufacture of heating and ventilating systems, especially modern electric space-heater units.

The French company presently specializes in the interior installation of plumbing, heating and sanitary equipment for schools, factories, and residences. Established since 1912, the company operates a well-equipped modern plant employing 900 persons and has branches in several cities throughout France.

U.S. companies interested in obtaining further information about this opportunity should **write:** Enterprise Daniel Chapuzet, Route de Montmoreau, Angouleme (16), France. WTD.

Brazil calls for bids to supply batteries and battery chargers

Sealed bids will be received by the Companhia Auxiliar de Empresas Eletricas Brasileiras (CAEEB) at the office of its Coordenador de Compras, Av. General Justo, 171 sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 14:00 hours (local time) on Nov. 18, for the furnishing and delivery of batteries and battery chargers as described in CAEEB Specification No. BX-A-11688-R, Bid. No. 32, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB, and in the forms furnished by the same. These instructions, specifications and forms, which comprise the bidding documents, will be available in both Portuguese and English and may be obtained only at the above address not later than 30 days after the publication of the invitation for bids, upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 30 new cruzeiros ($1 = 3.20 NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the value of the proposed material up to a limit of 74,000 new cruzeiros or the equivalent in foreign currency shall accompany each bid.

Greece issues tenders for portable transceivers

The Ministry of Commerce, State Purchases Directorated, has issued Tender No. D 536/68, for the supply of transistorized portable transceivers.

Bid deadline is Oct. 30.

Bid should offer thirty portable transceivers 1 watt output AM 26.75-27.5 MHz crystal controlled complete with two sets of operation and maintenance manuals for each unit.

Copies of tender announcement and specifications are available from the Ministry of Commerce, State Purchases Directorate D, 50 Socratous St., Athens, Greece, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-643, Room 4219, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4823.

Peru extends bid deadline

Contractors interested in bidding on the protective system to stop the erosion of the left bank of the Amazon River in Peru (INTERNATIONAL COMMERCE, May 13, p. 42 or Commerce Business Daily, PSA-4564, May 15) are notified that the bid deadline has been changed to Oct. 24.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

013 Livestock farms

● **VIET-NAM**—Broiler chicks, one million. Tender No. 43/BCCDDCN/KKH. Ministry of Agriculture and Land Reform, Planning Division, 58 Nguyen Binh Khiem, Saigon.★ (Telephone: 202-967-3813).

019 Miscellaneous agriculture

SWITZERLAND—Dracaena sanderiana, dracaena deremensis warneckei, philodendron florida compacta, codiaeum variegatum, other ornamental plants. Agency and direct purchase. Requests replies in German. Walter Luthi, Farn- und Grunpflanzen (horticulturist), 2543 Lengnau-Biel. WTD in preparation.

121 Bituminous coal

● **CEYLON**—50,000 tons best selected grade locomotive coal for delivery during the period Dec. 1 to Nov. 30, 1969. Tenders C. & F. and F.O.B.T. 1968/69, bid deadline Nov. 15. Tender forms and specifications may be obtained by writing to the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.★ (Telephone: 202-967-2421).

132 Natural gas liquids

● **ARGENTINA**—Secretariat of Energy, Buenos Aires, Argentina, invites bid for purchase of 3,300 metric tons of liquid propane gas in bulk, to be delivered at Gas Del Estado Terminal in Ushuaia, Tierra Del Fuego. Tender No. 7363, bid deadline for submittal of bids, 9:30 a.m. Oct. 30.

Copies of conditions available free of charge from Gas Del Estado, Department De Compras, Alsina 1170, Buenos Aires.★ (Telephone: 202-967-2355).

201 Meat products

MALAWI—Beef, pork, mutton, pre-packed, canned or sausage. Price lists, sample labels requested. Blantyre Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

202 Dairy products

AFGHANISTAN—Powdered milk. Quote prices c.i.f. Karachi, insurance up to Kabul. Barat Ali Nasrullah (importer, retailer, wholesaler), Yousufi Market, Kabul. WTD 9/68.

MALAWI—Dairy products suitable for tropical supermarkets. Price lists, labels requested. Blantyre Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

203 Canning, preserving foods

MALAWI—Sauces, pickles, dressings, seasoning. Price lists, labels requested. Blantyre Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

SWITZERLAND—Dietetic canned fruit, vegetables; can sizes 2½ and 10 oz. Direct purchase and agency. Aux Planteurs Reunis (importer, wholesaler), av. J. J. Mercier 2, 1002 Lausanne. WTD 8/68.

204 Grain mill products

IRELAND—Animal feed supplements, feed concentrates. Brown & Gillmer & P.C.D. (Supplements) Ltd. (manufacturer, inporting distributor), Seville Place, Dublin 1. WTD 9/68.

GUATEMALA—Feed supplements for compounding poultry feed supplements, animal feeds. Requests replies in Spanish. Laboratorios AMA (manufacturer), Avicultores de Mixco Asociados, Apartado Postal 1457, Carretera Roosevelt 34-24, zona 7, Guatemala City. WTD 10/67.

MALAWI—Pre-packed flour, rice, breakfast cereals, baby foods. Price lists, labels requested. Blantyre Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

PORTUGAL—Approximately ten thousand tons brown rice for shipment to Portuguese Guinea (Portuguese West Africa). Sociedade Comercial Ultramarina, S.A.R.L. (importer, exporter), Rua D. Estefania 32-2°-Dto., Lisbon. WTD in preparation.

205 Bakery products

MALAWI—Cookies, crackers, pretzels, savory and sweet. Price lists, labels requested. Blantyre Co-operative, Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

207 Confectionery

MALAWI—Popcorn balls, other treated popcorn products, packaged. Price lists, labels requested. Blantyre Co-operative Society Ltd. (co-operative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

208 Beverage industries

AFGHANISTAN—Artificial sweetened dietary soft drink tablets. Quote prices c.i.f. Karachi, insurance up to Kabul. Barat Ali Nasrullah (importer, retailer, wholesaler), Yousufi Market, Kabul. WTD 9/68.

221 Broad woven fabric mills, cotton

● **CEYLON**—Ten thousand white, cotton, fancy weave bed covers. Bid deadline 9:30 a.m., Dec. 3. Bids should be sent to Chairman, Tender Board, Department of Government Stores, P.O. Box 418, Colombo, Ceylon.

Tender documents are available from the

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

World Trade Opportunities Continued through page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Office of Textiles, U.S. Department of Commerce, Room 5026, Washington, D.C. (Telephone: 202-967-5238).

GERMANY—Curtain, drapery fabrics and valancing, of cotton or blended with synthetic fibers; printed, woven designs, also for wall coverings. Exclusive representation. Wilh. Goltermann GmbH (wholesaler, importer, manufacturer), 2-4 Detmarstrasse, 45 Osnabrueck. WTD 9/68.

222 Broad woven fabric mills, manmade fiber, silk

GERMANY—Curtain, drapery fabrics and valancing of manmade fibers, or blended with cotton; printed, woven designs, also for wall coverings. Exclusive representation. Wilh. Goltermann GmbH (wholesaler, importer, manufacturer), 2-4 Detmarstrasse, 45 Osnabrueck. WTD 9/68.

227 Floor covering mills, products

GERMANY—Wall-to-wall carpeting; tufted, woven. Exclusive representation. Wilh. Goltermann GmbH (wholesaler, importer, manufacturer), 2-4 Detmarstrasse, 45 Osnabrueck. WTD 9/68.

228 Yarn, thread mills, products

GERMANY—Synthetic yarns of all kinds for production of technical fabrics, tire cord. Requests price quotations c.i.f. European ports. Olbo Textilwerke GmbH. (manufacturer, wholesaler, exporter), 5 Aachener Strasse, 565 Solingen-Ohligs. WTD 9/68.

229 Textile goods

SWEDEN—Silicon coated cloth for ironing board covers. Bodafors-Verken Bengt Nilsson AB (manufacturer), Industrigatan 9, S-570 20 Bodafors. WTD 9/68.

242 Sawmills, planing mills

ITALY—Douglas fir lumber. G. G. G. di Sardi Giulio & C (distributor, importer), Via P. Galbiati 11, Brugherio (Milan). WTD 7/68.

249 Wood products

CANADA—Toilet seats. Mr. Victor D. Hossack (manufacturer's agent), 695 Island Park Dr., Ottawa 3, Ontario. WTD 9/68.

251 Household furniture

FRANCE—Household furniture; wood, rattan, including juvenile, infants' furniture such as youths' beds, bookcases, storage chests; nursery chairs, cradles, cribs. Agency for articles which may complete the firm's own lines of production. Descriptive literature, price lists requested. Eguizier & Cie. (manufacturer), 3 Rue J. Buffiere; 19- Objat, Correze. WTD 9/68.

252 Office furniture

SWITZERLAND—Office fixtures, filing systems, novelties only. Agency and direct purchase. Auto-Doppik Buchhaltung AG (distributor), avenue de la Gare 6, 2500 Bienne. Attn: Mr. W. Kaderli. WTD 6/68.

259 Furniture, fixtures

FRANCE—Hospital furniture, fixtures: treatment chairs; delivery carts; examining, operating tables; arm-chairs, self-propelling chairs for clinics. Price lists, descriptive literature requested. Requests replies in French. Direct purchase and agency. Gauthier-Villot (Etablissements) (dealer, manufacturer), 124 Rue de la Boetie; 24- Bergerac, Dordogne. WTD 9/68.

264 Converted paper, paperboard products

AFGHANISTAN—Toilet paper. Quote prices c.i.f. Karachi, insurance up to Kabul. Barat Ali Nasrullah (importer, retailer, wholesaler), Yousufi Market, Kabul. WTD 9/68.

GERMANY—Wallpaper, including plastic coated. Exclusive representation. Wilh. Goltermann GmbH (wholesaler, importer, manufacturer), 2-4 Detmarstrasse, 45 Osnabrueck. WTD 9/68.

SWEDEN—Adhesive tapes, pressure sensitive, gummed labels. Direct purchase and agency. G. Ringesten & Co. K.B. (sales agent, distributor, importer), 112 Sveavagen, S-113 50 Stockholm. WTD 9/68.

SWITZERLAND—Office supplies, novelties only. Agency and direct purchase. Auto-Doppik Buchhaltung AG (distributor), avenue de la Gare 6, 2500 Bienne. Attn: Mr. W. Kaderli. WTD 6/68.

283 Drugs

BRAZIL—Culture media; antigens. Direct purchase and agency. Rio-Medico Comercio e Importacao Ltda. (importer, distributor, retailer), Rua Rodrigo Silva, 14 5° andar, Rio de Janeiro ZC-21 GB. WTD 5/68.

GUATEMALA—Feed supplements, pharmaceuticals, medicinals, vitamins, antibiotics, for compounding of poultry feed supplements, ani-

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

mal feeds. Requests replies in Spanish. Laboratorios AMA—Avicultores de Mixco Asociados (manufacturer), Apartado Postal 1457, Carretera Roosevelt 34-24, zona 7, Gautemala City. WTD 10/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AFGHANISTAN—Household detergents. Quote prices c.i.f. Karachi, insurance up to Kabul. Barat Ali Nasrullah (importer, retailer, wholesaler), Yousufi Market, Kabul. WTD 9/68.

MALAWI—Domestic soaps, detergents, shoe and furniture polishes. Price lists, labels requested. Blantyre Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

SWEDEN—Industrial detergents, cleaners, surface active agents. Direct purchase and agency. Ascon-Kemi AB (agent, wholesaler), Stockholmsgatan 38, S-416 69 Goteborg. WTD 9/68.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Paints, varnishes, chemical coatings, new products. Agency and direct purchase. Schmid, Rhyner AG, Paint and Varnish Factory (importer, manufacturer), 8134 Adliswil. WTD in preparation.

289 Chemical products

SWEDEN—Rust resisting compounds. Direct purchase and agency. Ascon-Kemi AB (agent, wholesaler), Stockholmsgatan 38, S-416 69 Goteborg. WTD 9/68.

291 Petroleum refining

● **CEYLON**—The Ceylon Petroleum Corp., a State agency, invites tenders (in duplicate) for the supply and erection of a complete plant, machinery and equipment, for the manufacture of lubricating oil and asphalt drums, as well as the supply of drum handling equipment for its oil refinery to be located about ten miles from port of Colombo. Bid deadline, Nov. 15.

Detailed requirements and conditions may be obtained from: The Chief Supplies Officer, Ceylon Petroleum Corp., 113 Galle Road, Colombo 3, Ceylon.★ (Telephone: 202-967-2355).

306 Fabricated rubber products

GERMANY—Rubber driving elements: V-belts for machines, automobiles. Requests price quotations f.o.b. American ports. Direct purchase and agency. Brandt & Co. (wholesaler, sales agent, importer, exporter), 347 Hoexter/Weser, Corveyer Allee 15. WTD 9/68.

307 Plastic products

GERMANY—Floor and wall coverings, in sheets and tiles, including felt-supported. Exclusive representation. Wilh. Goltermann GmbH (wholesaler, importer, manufacturer), 2-4 Detmarstrasse, 45 Osnabrueck. WTD 9/68.

325 Structural clay products

CANADA—Bricks. Mr. Victor D. Hossack (manufacturer's agent), 695 Island Park Dr., Ottawa 3, Ontario. WTD 9/68.

331 Steel mill products

● **BURMA**—Steel sheet, 164 tons, to I.R.S. Spec. M-5 Class (II), mostly 8′ by 4′ in 9 thicknesses ranging from ⅜″ to 1″. Tender #MEIC/B.RLYS/15(T)11 (ML-MC)68.69; bid deadline Nov. 5. The Government of the Union of Burma, Union of Burma Railway Board, Rangoon.★ (Telephone: 202-967-2364).

● Steel bars, 78 tons, in 23 diameter sizes ranging from 1″ to 4¾″; bar steel, long strand stay bolts for boiler stay, 40 tons, I.R.S. specification M-6, in 10 sizes.

Tender MEIC/B.RLYS/15(T)14(ML)68.69; bid deadline Nov. 7. The Government of the Union of Burma, Union of Burma Railway Board, Rangoon.★ (Telephone: 202-967-2364).

SWEDEN—Stainless steel scrap, Ni-, Cr-, Mo-, Co-bearing scrap; nickel, nickel alloys, ferro chrome, ferro manganese, ferro molybdenum, ferro tungsten, fluorspar, zircon. Direct purchase and agency. Scandinavian Steel AB (distributor, exporter, importer), 4 Stureplan, S-114 35 Stockholm. WTD 9/68.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Supply various brass mill products including copper sheet, flexible copper steam pipe and brass rod. Bid deadline Oct. 24.

Copies of tender available from the Copper Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3883).

● Supply enamel copper wire SWG, D.S.C. enamel copper SWG and wire winding polyvinyl acetal base SWG. Bid deadline Oct. 24.

Copies of tender available from the Copper Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3883).

334 Fabricated structural metal products

● **IRAN**—Supply and erection of 40 ea., elevated steel water tanks, Project No. 1126 bid deadline Nov. 16. Financed by IBRD, guarantee of 5% of the value of the offer required, estimated value $270 thousand, Tehran Regional Water Board, Elizabeth II Boulevard, Khiaban Meikadeh, Tehran.

342 Cutlery, hand tools, general hardware

SWITZERLAND—Hand tools, hardware, non-food articles for self-service stores. Agency and direct purchase. Rexel AG (importer, distributor), Flughofstrasse 50, 8152 Glattbrugg. WTD in preparation.

343 Heating apparatus, plumbing fixtures

CANADA—Boilers; floor drains; related plumbing, heating equipment. Mr. Victor D. Hossack (manufacturer's agent), 695 Island Park Dr., Ottawa 3, Ontario. WTD 9/68.

345 Screw machine products

● **IRAN**—Three types of bolts of various quantities. Tender No. 26 & 433/47, bid deadline Oct. 27. Iranian State Railways, Ministry of Roads, Tehran.★ (Telephone: 202-967-5585).

SWITZERLAND—Fasteners, fastening devices for building trade. Direct purchase and agency. Egli, Fischer & Co. Ltd. (importer, distributor), Gotthardstrasse 6, 8022 Zurich. WTD 7/68.

351 Engines, turbines

● **AUSTRALIA**—Supply 5 ea. 120 MW Turbo Alternators and Auxiliaries, contract No. 1538/1; Supply 5 ea., 830,000 LB/HR Reheat steam raising units and auxiliaries plant, contract No. 1538/2. Deadline approx., Nov. 30.

Specifications available (approx. $120) made out in favor "High Commissioner for New Zealand", Preece, Cardew and Rider, 8, 10 and 12, Queen Anne's Gate, Westminster, London, S.W. 1, England.

A summary of each contract available for review only, not for loan. Power & Electrical Equipment Div., Room 4124, Main Commerce Building, Washington, D.C. 20230.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-5231.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 20212, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-2287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35067, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2832.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., U. S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-3864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

GERMANY—Oil-hydraulic and compressed-air motors. Requests price quotations c.i.f. European ports. Direct purchase and agency. G. Duesterloh GmbH. (manufacturer, wholesaler, exporter), 4322 Sprockhoevel (Westf.), Postfach 27. WTD 9/68.

SWEDEN—Electric outboard motors for use with auto battery. Direct purchase and agency. Exportplanering AB (exporter, importer), Patrullgatan 22, S-421 76 Vastra Frolunda. WTD 10/67.

● **TURKEY**—One outboard motor: two cycle, alternative firing twin cylinder gasoline or outboard fuel engine 40 hp. 4500 rpm., three-blade propeller. Bids Oct. 23, File No. 68-21L-80. State Hydraulic Works, Machinery and Procurement Dept. (Devlet Su Isleri, Makine Ve Ikmal Dairesi Baskanligi), Yucetepe Mahallesi, Maltepe, Ankara. English tender documents available buyer's Ankara office.

353 Construction, mining, materials handling machinery, equipment

● **COLOMBIA**—One power shovel, 68-80 hp diesel, crawler mounted, booms and buckets; one power shovel, 60-80 hp diesel, truck mounted, booms and buckets; two crawler tractors, 70-90 hp diesel, hydraulic dozen; one motor grader, 90-110 hp diesel; two dump trucks 150-170 hp gasoline engine, 5-6 ton capacity, 10% of f.o.b. value in spare parts. Specifications available at 200 peso Columbian, not refundable. To be financed with funds provided by the Inter-American Development Bank.

Bid deadline Oct. 18. Tender No. 03-DR. Dr. Carlos Villamil Chaux, Assistant Engineering Manager, Instituto Columbiano De La Reforma Agraria, Incora Officina 512 Bogota.

● **PARAGUAY**—Machinery and equipment for the expansion of the port of Asuncion, including electrical port crane, mobile port crane with a long beam, and track-laying crane. Bid deadline Nov. 12. Copies of conditions and technical specifications can be obtained for $100 from Secretario General, Administracion Nacional de Navegacion y Puertos, Plazoleta de Isabel La Catolica, Asuncion.

● **THAILAND**—Royal Thai Irrigation Department planning new irrigation canal project in Nakorn Pathom. Manufacturers of heavy equipment suitable for excavating ditches and canals are requested to supply catalogs.

Contact personally or correspond with Mr. Chamlong Attanatho, Deputy Directory-General, Royal Irrigation Department, Samsen Road, Bangkok.

● **TURKEY**—State Hydraulic Works, Machinery and Procurement Dept. (Devlet Su Isleri, Makine Ve Ikmal Dairesi Baskanligi), Yucetepe Mahallesi, Maltepe, Ankara. Hydraulic rock breakers: Five sets each breaker 15″ x 2¼″, nine pistons 1⅛″ diameter. Also five sets each breaker 24″ x 3″, ten pistons 1⅝″ diameter. Bids Oct. 22. File No. 68-21T-77. English tender documents available buyer's Ankara office.

354 Metalworking machinery

● **BURMA**—Supply of cutting tools, including: 28 sets of high-speed steel machine chasers, 54 sets B.S.F. taps, 134 sets B.A. taps, 54 B.S.F. dies, 134 B.A. dies, 130 B.S.W. round split dies, and 124 B.S.W. hand taps.

Tender No. MEIC/BR/13(T)39(EW)68.69, bid deadline Oct. 21. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

ITALY—Special steel-bar peeling machines; multiple wire-drawing machines; bar grinding machines; billet selecting systems. Nazionale Cogne S.p.A. (manufacturer), 28 Via San Quintino, Torino. WTD 12/67.

355 Special industry machinery

BRAZIL—Complete equipment for veneer and plywood industry; catalogs requested; plant technical project and mounting of equipment desired; c.i.f. quotations Belem, Para; financing required. Viana Pereira, Madeiras da Amazonia S. A., 205 Rua Avertano Rocha, Belem, Para. WTD 11/67.

Machinery, equipment to manufacture candies. Industria e Comercio Boavista Ltda., 132, Rua Guilherme Moreira, Manaus, Amazonas. WTD 9/68.

Bottle capping machinery. Requests replies in Spanish. Industrias Silva Pedroza S.A. (importer), Rua Senador Bernardo Monteiro, 28/44 Rio de Janeiro ZC-15 GB. WTD 3/68.

356 General industrial machinery

AFGHANISTAN—Complete desalting plant capable of processing 350,000 gals. of water/24 hrs. Requests descriptive brochures, price lists c.i.f. Karachi, insurance up to Kabul. Nabico (importer, commission agent), P.O. Box No. 337, Kabul. WTD 3/68.

ITALY—Bar annealing furnaces; bar hardening, tempering furnaces. Nazionale Cogne S.p.A. (manufacturer), 28 Via San Quintino, Torino. WTD 12/67.

SWEDEN—Machinery, apparatus, equipment for filtering, straining, screening liquids, gases, dry granular material. Agency and direct purchase. AB Derma (agent, importer, wholesaler), Bergsprangaregatan 7, S-412 59 Goteborg 24. WTD 9/68.

Spraying equipment for industrial cleaning, coating. Direct purchase and agency. Ascon-Kemi AB (agent, wholesaler), Stockholmsgatan 38, S-416 69 Goteborg. WTD 9/69.

357 Office, computing, accounting machines

KOREA—All types of business machines. Direct purchase and agency. Bo-A Industrial Co., Ltd. (sales agent, distributor), C.P.O. Box 5412, Seoul. WTD 9/68.

GERMANY—Hand presses for use with plastic credit cards. Requests price quotations c.i.f. Hamburg or Rotterdam. O. A. Wilde KG (wholesaler, distributor, importer), 113 Bagelstrasse, 4 Duesseldorf-Nord. WTD 4/67.

358 Service industry machines

HONDURAS—Dispensing, measuring pumps for gasoline; grease guns, other lubricating equipment for use in service stations. Requests catalogues, prices c.i.f. Honduran port. J. Humberto Molina (foreign manufacturers' representative), P.O. Box 552, San Pedro Sula. WTD 9/68.

361 Electric transmission, distribution equipment

● **ARGENTINA:** Construction of the San Martin transformer station in the Province of Mendoza. Tender No. 122/68, bid deadline Oct. 24. Construction of the Santiago Del Estero transformer station in the Province of Santiago Del Estero.

Tender No. 126/68. Both bids include partial supply and installation of the Electromechanical Equipment. Specifications available (approx. $30). Tender No. 122/68; (approx. $45). Tender No. 126/68 from Agua Y Energia Electrica, Lavalle 1554, Buenos Aires.

● **BURMA**—Supply 360 each 200 A. H., 480 each 240 A. H. and 480 each A. H. Train Lighting Cells Tender No. MEIC/B. R./12 (T) 68.69, Bid deadline Oct. 21.

The Chairman, Union of Burma Railroad Board, Bogyoke Aungsan St., Rangoon, Union of Burma.★ (Telephone: 202-967-4241).

362 Electrical industrial apparatus

SOUTH AFRICA—Variable speed drives (speed controls), from zero to full speed at constant torque. Requests prices for standard sizes from 1 to 250 hp, 250 to 1000 hp. Industrial Units (Cape) (Pty.) Ltd. (importing distributor, manufacturer), P.O. Box 1755, Cape Town, Cape Province. WTD 6/67.

366 Communication equipment

BRAZIL—Telephone equipment (PABX); portable radio transmitter, receiver (walkie-talkie) with range of 3-6 miles; intercommunicating systems. Direct purchase and agency. Eletronic do Brasil Ltda. (manufacturer, retailer), Rua do Rosario, 159 1° andar, Rio de Janeiro ZC-00 GB. WTD 1/68.

GERMANY—Differential amplifiers for electronic components, accessories for industrial enterprises, research institutes. Requests price quotations c.i.f. European ports. Direct purchase and agency. ERA-Elektronische Rechenanlagen GmbH. (manufacturer, wholesaler, importer, exporter), 23 Lindenweg, 5101 Verlautenheide. WTD 9/68.

LIBYA—Communication equipment for military, police use. Direct purchase and agency. Abdulhafed Mohammad Eddiekh (importer), Baida. WTD 9/68.

367 Electronic components, accessories

GERMANY—Incremental magnetic tape recorders; core memories for industrial enterprises, research institutes. Requests price quotations c.i.f. European ports. Direct purchase and agency. ERA-Elektronische Rechenanlagen GmbH. (manufacturer, wholesaler, importer, exporter), 23 Lindenweg, 5101 Verlautenheide. WTD 9/68.

SWITZERLAND—Printed circuits, related equipment. Agency and direct purchase. Matera Ltd. (importer, distributor), P.O. Box 4001 Basel. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

GERMANY—Accessories for motor vehicles; novelty attachments. Freight charges as per agreement. Direct purchase and agency. Karl-Eberhard Voigt KG (manufacturer, distributor, exporter), 4 Parkstr., 588 Luedenscheid. WTD 9/68.

372 Aircraft, parts

VENEZUELA—Civil, military aircraft parts, accessories. Salta, C.A. (importer, distributor, sales agent), Base Aerea Generalisimo Francisco Miranda, La Carlota, Caracas, or: Apartado 12636 (Sabana Grande), Caracas. WTD 9/68.

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Laboratory equipment. Direct purchase and agency. Rio-Medico Comercio e Im-

portacao Ltda (importer, distributor, retailer), Rua Rodrigo Silva, 14 5° andar, Rio de Janeiro ZC-21 GB. WTD 5/68.

● **BURMA**—Supply of 250 various items of laboratory and scientific equipment in large quantities including burettes, pipettes, beakers, flasks, funnels, hydrometers, barometers, retorts, hygrometers, thermometers, basins, crucibles, spirit burners, blanaces, gloves, pyrometers, colorimeters, plastometers, viscommeters, plastic tubing, infra red lamps, psychrometers, manometers, micrometers, clamps, centrifuges, testers of many kinds and scales.

Tender No. 16 (T) PF&CIB (67-68)/1396, bid deadline Nov. 30. General Manager/Secretary, Paper Factory and Chemical Industries Board, Rangoon.★ (Telephone: 202-967-2939).

SWEDEN—Scientific, research instruments. Direct purchase and agency. Ingenjorsbyra G. Nabholz (agent, exporter, importer), 30 Larsbergsvagen, S-181 37 Lidingo. WTD 9/68.

Laboratory equipment for research, teaching, industrial use. Direct purchase and agency. Rudolph Grave AB (retailer, agent, distributor, importer), 9 Pyramidvagen, S-171 36 Solna. WTD 9/68.

TAIWAN—Drawing, surveying instruments. Direct purchase and agency. Hsin Lien Hsing Trading Co., Ltd. (importer, agent), 165 Chi Hsien 3rd Road, Kaohsiung. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

INDIA—Involute checking machine, helix angle checking machine, universal tensile testing machine, impact testing machine, x-ray crack and slag detecting machine, grinders for polishing micro specimen, magnaq tester, spot check kit for checking cracks in castings after machining, hardness tester, smoke meter, surface roughness measuring instrument, universal horizontal metroscope, pressure gauge callibrator, mater torque meter, coil spring tester, air gauges. Hindustan Tractors Ltd. (manufacturer), Construction House, Ballard Estate, Bombay 1. WTD 4/68.

● Supply of three sets of turbine flow meters consisting of turbine flow transmitter and frequency to D.C. converter for the accurate flow measurement of high speed oil fed to diesel engines of locomotives.

Tender No. CS10/514/30/024/Main/Cell-1053, bid deadline Oct. 29. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-967-2939).

SWEDEN—Measuring, controlling instruments. Direct purchase and agency. Ingenjorsbyra G. Nabholz (agent, exporter, importer), 30 Larsbergsvagen, S-181 37 Lidingo. WTD 9/68.

384 Surgical, medical, dental instruments

FRANCE—Dental laboratory equipment, instruments, tools and supplies such as modern apparatus, mechanical devices; orthodontic appliances; burs; cutting dental tools; pliers; dental drills; handpieces, parts; impression materials; amalgams, waxes, related lines. Direct purchase and agency. Rabino (Etablissements) (dealer), 46 Cours d'Albret; 33-Bordeaux, Gironde. WTD 9/67.

386 Photographic equipment

NETHERLANDS—Cameras, projectors, enlargers and accessories, viewers, light-sensitive materials, all types. Direct purchase and agency. N.V. Foto- en Projectiegroothandel Erven Dr. A. H. C. van Senus (importer, exporter, wholesaler, agent), Polanenstraat 39, Rotterdam-16. WTD 9/68.

TAIWAN—Industrial X-ray films. Direct purchase and agency. Hsin Lien Hsing Trading Co., Ltd. (importer, agent), 165 Chi Hsien 3rd Road, Kaohsiung. WTD in preparation.

394 Toys, amusement, sporting goods

ENGLAND—Underwater equipment. Agency and direct purchase. A. Tillbrook and Co. Ltd. (importer, distributor), Delamere Road, Cheshunt, Hertfordshire. WTD 9/68.

MALAWI—Childrens' toys. Price lists, illustrations requested. Blantyre Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 9/68.

395 Pens, pencils, office, artisis' materials

SWEDEN—Various types of pens; marking pens. Direct purchase and agency. G. Ringesten & Co. K.B. (sales agent, distributor, importer), 112 Sveavagen, S-113 50 Stockholm. WTD 9/68.

SWITZERLAND—Pens, pencils, artists', schools' materials, novelty office supplies. Agency and direct purchase. Rexel AG (importer, distributor), Flughofstrasse 50, 8152 Glattbrugg. WTD in preparation.

399 Manufacturing industries

ENGLAND—Electro-medical apparatus such as massage machines, vibrators, for health, beauty use. Agency and direct purchase. M.S. Krausz-Harari (manufacturer, exporter, importer, distributor), 87 Ravensdale Road, London, N.16. WTD 9/68.

KENYA—Fire pumps, hand operated and knapsack type for combating bush, small forest fires; three gallons (13.6 litres) to four gallons (18.2 litres) capacity pumps of light metal with anticorrosive lining on inside, complete with canvas straps, diffuser nozzles. Direct purchase and exclusive agency. Kenya Fire Appliances Co. Ltd. (importer, fire protection engineers), P.O. Box 4509, Nairobi. WTD 8/68.

SWEDEN—All kinds of novelties, gift articles, souvenirs, miscellaneous fabricated products. Direct purchase and agency. G. Ringesten & Co. K.B. (sales agent, distributor, importer), 112 Sveavagen, S-113 50 Stockholm. WTD 9/68.

891 Engineering, architectural services

SUDAN—Interested in representing U.S. firms acting as consultant engineers, architects to participate in future government tenders for construction, electrical engineering projects. National Agriculture Organization Ltd. (importer), P.O. Box 1484, Khartoum. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Singapore invites bids for public works project

The Public Works Dept. of Singapore invites bids on the supply and laying of approximately 2900′ of 6″, 4700′ of 9″, and 650′ of 12″ diameter stoneware pipes, construction of 52 manholes (including backdrops and connections to existing sewers), together with all ancillary and related works.

This project is part of the World Bank-financed Kallang Basin Scheme to extend and reform Singapore's sewer system and will cost some $20 million in total. Bid deadline is Oct. 22.

Copies of registration documents are available from the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Additional information on this project is available from Senior Quantity Surveyor, Public Works Dept., High St., Singapore 6, Republic of Singapore. Cable: "Works Singapore". Also the International Bank for Reconstruction and Development, 1818 H St., NW., Washington, D.C. 20006 has full details.

Pakistan requests supply bids for 5,200 long tons of cement

The Directorate of Supply, Government of East Pakistan, invites bids for the supply of 5,200 long tons of ordinary grey Portland cement. The procurement will be financed by a credit from the International Development Association.

Bid deadline is Nov. 4.

Sets of bid documents giving terms and conditions of the tender and specifications of goods are available from the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Ivory Coast plans expansion of wire and cable facilities

Under the auspices of the Ministry of Planning, a study is being undertaken to determine the feasibility of constructing a plant to apply insulation and protective coatings to electric wire and cable. Facilities already exist for drawing wire.

Firms interested in this project as a possible investment or machinery export opportunity should send technical and sales information (in French) to: Hubert De Brisis, Consulting Engineer, B. P. 20604, Abidjan.

Liberia plans construction of iron pelletizing plant

Bong Mining Company's plans to construct a $45 million pelletizing plant at Bong Mine, Salala District in Bong County. The project is being financed by German Development Bank. Bid closing date is unknown, but may be as early as the end of October.

Tender documents are available from Bong Mining Company's Head Office, Gewerkschaft Exploration, Stein Strasse 20, Dusseldorf, Germany.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crops

TAIWAN—Soybean, raw cotton. Yung Yu Tai Trading Co., Ltd. (agent), 1577 Chung Cheng Road, Taipei. WTD in preparation.

227 Floor covering mills, products

GERMANY—Woven, tufted, knitted, needle felt carpets, rugs; runners, tiles, toilet sets. Replies c.i.f. European ports. H. Siemes K.G.-Agenturen (agent, importer), 18 Hettweg, 405 Moenchengladbach. WTD 9/68.

262 Paper mills, products

ITALY—Fine quality printing paper. OSA-Ottolini Carta (distributor, agent), Via Podgora, 11, 20122 Milano. WTD 9/68.

281 Industrial chemicals

ITALY—Oxydes, alcohols, acids, tin organic compounds. Commer S.r.l. (distributor, manufacturer), Via Barona 31, 20142 Milan. WTD 8/68.

Flavors, flavoring materials. Exclusive agency. Variati & C. (representative, manufacturer), Via Mauro Macchi 70, Milan. WTD 8/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

THAILAND—Complete line of women's cosmetics, not yet represented in Thailand. Hi-Fi Sound Devices (importer, distributor), 50 Siphya Road, Bangkok. WTD 8/68.

289 Chemical products

ITALY—Precision cutting fluids; anti seizing, anti galling compounds to be applied to threads of nuts, bolts, fittings. Dr. E. L. Oltolina (agent), Via Larga 16, 20122 Milan. WTD 7/68.

Essential oils. Exclusive agency. Variati & C. (representative, manufacturer), Via Mauro Macchi 70, Milan. WTD 8/68.

Fatty acids. Commer S.r.l. (distributor, manufacturer), Via Barona 31, 20142 Milan. WTD 8/68.

291 Petroleum refining

ITALY—Aromatic solvents. Commer S.r.l. (distributor, manufacturer), Via Barona 31, 20142 Milan. WTD 8/68.

299 Products of petroleum, coal

ITALY—Lubricants, coolants for machine tools, tap, drill lubricants. Dr. E. L. Oltolina (agent), Via Large 16, 20122 Milan. WTD 7/68.

311 Leather tanning, finishing

NETHERLANDS—All kinds of products for footwear, leather garment industries. Agency for Benelux and/or E.E.C. countries. N. V. Handelmaatschappij A.B.C.-Dongen (importer, distributor, exporter, agent), 65 Rijensestraatweg, or P.O. Box 50, Dongen (N.B.). WTD 11/67.

313 Boot, shoe cut stock, findings

NETHERLANDS—All kinds of products for footwear industry. Agency for Benelux and/or E.E.C. countries. N.V. Handelmaatschappij A.B.C.-Dongen (importer, distributor, exporter, agent), 65 Rijensestraatweg, or P.O. Box 50, Dongen (N.B.). WTD 11/67.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Space heaters; oil burning heating burners; similar equipment. Market area for western Europe. N. V. Handelmaatschappij C. Troost (distributor, importer, exporter), 547 A.W.G. Fokkerstraat, Schiedam. WTD 9/68.

355 Special industry machinery

GERMANY—Regulating, switching, control instruments for use in chemical, petrochemical industries. C.i.f. European ports. Requests replies in German. H. R. Ferschau (construction office), 11 Winterbeckestr., 527 Gummersbach. WTD 9/68.

356 General industrial machinery

NETHERLANDS—Industrial filters; lubricating and material dispensing equipment; related products. Market area for western Europe. N. V. Handelmaatschappij C. Troost (distributor, importer, exporter), 547 A.W.G. Fokkerstraat, Schiedam. WTD 9/68.

359 Machinery

NETHERLANDS—Steam cleaners; similar products. Market area for western Europe. N.V. Handelmaatschappij C. Troost (distributor, importer, exporter), 547 A.W.G. Fokkerstraat, Schiedam. WTD 9/68.

366 Communication equipment

NETHERLANDS—General laser equipment, laser equipment for use by general contractors. Agencies requested for Western Europe. N.V. Werimex (importer, agent), 5a Zuider Stationsweg, P.O. Box 27, Bloemendaal. WTD 9/68.

394 Toys, amusement, sporting goods

ITALY—Swimming pools, swimming pool accessories. Residence Swimming Pools (manufacturer, dealer), Via Edison 6, Segrate (Milano). WTD 5/68.

Trinidad to purchase street lighting equipment

Bids are invited for the supply of 200 each tubular steel poles for distribution and transmission lines, Tender No. 1538; 2,000 each 2x20 watt fluorescent street light fittings, Tender No. 1540. Bid deadline Nov. 22.

Specifications available from the Purchasing Officer, Trinidad and Tobago Electricity Commission, P.O. Box 121, Port of Spain, Trinidad, W.I.

Outline of requirements available for review only, not for loan, from The Power & Electrical Equipment Division, BDSA-651, Room 4124, U.S. Department of Commerce Building, Washington, D.C. 20230.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

AFGHANISTAN—Afghan dried fruits viz almonds, raisins, pistachio nuts. Mohammed Nabi Yusufi & Partners (importer, exporter), Serai Ahmed Ali Akhundzadeh, Bazar-i-Herat, Kandahar. WTD 6/67.

251 Household furniture

FRANCE—Rattan and wood household furniture; principally juvenile furniture, articles for children: cribs, chairs, rockers. Eguizier & Cie. (manufacturer), 3 Rue J. Buffiere; 19-Objat, Correze. WTD 9/68.

343 Heating apparatus, plumbing fixtures

SWEDEN—Oil burners. Intermarket Co. AB (distributor, exporter), Fack, S-104 32 Stockholm. WTD 9/68.

345 Screw machine products

FRANCE—Threaded steel rods (ASTM A 193 B7), related products, precision bolts, pins, for petroleum, other industries. Usines Dehousse (manufacturer), Avenue Gaston-Lacoste; 64- Pau, Basses-Pyrenees. WTD 9/68.

363 Household appliances

SWEDEN—Ironing machines. Intermarket Co. AB (distributor, exporter), Fack, S-104 32 Stockholm. WTD 9/68.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Ronald H. McCarty, Ronald H. McCarty Pty. Ltd., 122-124 Devonshire St., Surry Hills, N.S.W. 2010, **interested in direct purchase and agency for hot line hardware and linesmen's equipment and requesting technical information.** Oct. 16 via New York for three months. c/o Australian Consulate General, 636 5th Ave., New York, N.Y. 10020 and c/o 860 12th St., Boulder, Colorado 80302. Itinerary: 10/16-21 New York, 10/21-25 Boston, 10/29-30 Buffalo and Jamestown, N.Y., 11/1-2 Pittsburgh, 11/

2-4 Washington, 11/7-21 Denver and Boulder, Seattle, San Francisco, Los Angeles. WTD 1966 under revision.

ENGLAND—John Waters, Group Product Development Manager, R. Sellick, Assistant Managing Director, Victor Hamber, General Manager, B. Rhodes & Sons Ltd. of Romford, The British Steam Specialties Ltd., Fleet St., Leicester, **interested in locating U.S. firms for manufacture and distribution in U.S. of Rhodes flow meter and obtaining licenses from U.S. companies to manufacture in U.K. of flow control and measurement equipment.** Oct. 26 via New York for approx. ten days. c/o Barbizon-Plaza Hotel, 106 Central Park South, New York, N.Y. 10019. Itinerary: New York.

The Rhodes flow meter will be exhibited at the Instrument Society Exhibition, Stand 1130 1st Floor, New York Coliseum 10/28-31. WTD 6/68.

ETHIOPIA—President, Success Motivation Associates, P.O. Box 121, Addis Ababa, **interested in importing U.S. educational records, tapes, films, other audio-visual materials, industrial safety equipment, supermarket merchandise.** Oct. 19 via New York for one week. c/o Dept. of Commerce Chicago Field Office. Itinerary: 10/26 New York, 10/27-11/1 Chicago, 11/2 New York. WTD 4/68.

FINLAND—Helena Kuuskoski and Mrs. Sirppa Sivori-Asp, Fauni Ltd., Jarvenpaa, **interested in agency/importer arrangements, possible licensing ventures for stuffed toys (trolls).** Sept. 18 via New York for 5-6 weeks. c/o Scandinavian Fair 10/19-26 May D & F, 16 Fremont Place, Denver, Colo. Itinerary: Minneapolis, Portland, San Francisco, Chicago, New York, Denver. WTD 8/67.

INDIA—Dr. R. N. Kulkarni, Mayor of Bombay and owner of Pharma Search Laboratories, Pharma Search House, 72 Dr. B. G. Kher Road, Worli, Bombay 18, **interested in obtaining licenses to manufacture pharmaceutical specialities and cosmetics and requesting technical information on production techniques of transfusion solutions, other drugs.** Oct. 27 via Honolulu for 20 days. c/o Jaiprakash Kulkarni, Department of Pharmaceutical Chemistry, University of Rhode Island, Kingston, R. I. 02881. Itinerary: Honolulu, Los Angeles, San Francisco, Chicago, Buffalo, Washington, Miami, New York. WTD in preparation.

P. M. Bodas, Managing Director, Sahyadri Dyestuffs and Chemicals Private Ltd., 117 Parvati-Vithalwadi Road, Poona 9, **interested in obtaining license to manufacture lithographic inks.** Oct. 19 via Chicago for 15 days. c/o Swami Bhashyananda, Vivekanand Vedanta Society, 5423 South Hyde Park Boulevard, Chicago, Ill. 60615. Itinerary: Chicago, Los Angeles, Detroit. WTD in preparation.

ISRAEL—Haim Meisels, Dir., Southern Electrical Contracting Co., Rassco Industrial Center, P.O. Box 62, Kiryat Malachi, **interested in obtaining representation of electrical equipment manufacturers, discussing licensing agreements or joint venture for local production of circuit breakers and distribution board, also interested in machinery and equipment for bakeries, and requesting technical information.** 1st week October via Washington for one month. c/o Meisels, 1220 Blair Mill Road, Silver Spring, Md. 20910. Itinerary: Washington, New York, others as required. WTD 9/68.

JAPAN—Kimio Kitaura, Executive Director, and Taiichi Kado, Chief Engineer, Taiyo Iron Works Ltd., 48 Kitaeguchi-cho, Higashiyodogawa-ku, Osaka, **interested in hydraulic cylinders and requesting technical information.** Oct. 7 via New York for three weeks. c/o Maruka Machinery Corp. of America, Graver Bldg., Room 556-8, 420 Lexington Ave., New York, N.Y. 10017. Itinerary: New York, Chicago. WTD in preparation.

SOUTH AFRICA—John S. Collier, A. Barker & Sons (S.A.) Ltd., Brickfield Road, Salt River, Cape Province, **interested in exporting men's footwear to U.S.** Oct. 1 via Chicago for 20 days. Itinerary: Chicago, 10/11-16 Dallas c/o Adolphus Hotel, 10/16-20 New York c/o Hotel McAlpin. WTD in preparation.

Mrs. J. Jelonek, Dir. Comhan Trading Co., Johannesburg, **interested in agencies for water fluoridation machinery, phenol glycerine, phosphoric acid, gum rosin.** Oct. 19 via New York for three weeks. c/o American Express offices on itinerary. Itinerary: New York, Cincinnati, Chicago, San Francisco, Los Angeles, Miami, Atlanta, Washington, Baltimore, New York. WTD 1965 under revision.

TANZANIA—Ian Morris, Tanganyika Industrial Corp. Ltd., P.O. Box 576, Tanga, **interested in selling and appointing U.S. distributors for agricultural sisal twines, ropes, packing twines.** Oct. 2 via New York for one month. c/o R. L. Pritchard & Co., 129 Front St., New York, N.Y. 10005. Itinerary: New York, Chicago, Seattle, San Francisco, Portland. WTD 1/67.

TUNISIA—Chadly Zouiten, Ets. Chadly Zouiten, Tunis, **interested in agencies for scientific, surgical, photographic, graphic art equipment, and in establishing ventures with U.S. manufacturers for local assembly of such items.** Oct. 22 via Los Angeles for approx. three weeks. c/o Dept. of Commerce Field Offices on itinerary. Itinerary: 10/22-30 Los Angeles, 10/30-11/2 San Francisco, 11/2-4 Chicago, 11/5-10 New York. WTD 3/68.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

GUINEA—The World Bank has now granted a $64.5 million loan for **infrastructure purposes in connection with the development of the Boke bauxite deposits,** described in INTERNATIONAL COMMERCE, June 20, 1966.

A railroad, port and town site will be financed in part by the World Bank loan. Additional financing includes an AID loan of $21 million in Guinean francs for local costs and a $75 million stand-by credit from a group of U.S., Canadian and European banks. The project should result in a large amount of U.S. exports of heavy machinery and equipment.

IVORY COAST—Construction of a **satellite ground station** is a project to which the Ivory Coast Government is committed.

International bidding will be invited by an Ivory Coast-France Cable Co. combine to be formed soon. The combine will operate the station.

KOREA—The Seoul City Government has decided to **establish four additional central wholesale market centers.** They will be privately owned and operated.

One of the centers is to be developed by the Agriculture and Fisheries Development Corp., 111 Hap-Dong Sudaemoonku, IPO 3212, Seoul, Korea; and one by Mr. Lee Pyong Tae, Pres., Na Jin Industrial Co., Room 917, Hotel New Korea, #192, 1-ka, Ulchiro, Chungku, Seoul, Korea, or Mr. Choi Pyong Chun, Pres., Sewon Industrial Co., #53-2, Wonhyoro, Seoul, Korea. Eventually about 200 such centers are expected to be established.

The centers will be designed to receive, process and store fish, poultry, meats and vegetables. Both wholesale and retail operations are contemplated. Appropriate types of machinery and equipment such as handling and lifting equipment, refrigeration equipment, and display cases will be required.

The U.S. Embassy, Seoul, would like to give the City Government catalogs and other material that would help guide the city's technicians in their planning and procurement, for example, brochures showing layouts of wholesale or retail market centers in the U.S.

VENEZUELA—The Inter-American Development Bank will help finance a $54 million **petrochemical complex** which will supply Venezuela's increasing demands for farm fertilizers through 1985.

Planned construction includes a phosphoric acid plant, a phosphate rock grinding plant, an ammonia plant, a urea unit, and other fertilizer units, plus handling, storage and service units. Based on capital investment, about 65% of the integrated complex is for the production of nitrogen nutrient fertilizers, 34% for phosphate nutrients, and 1% for potash nutrients.

The project calls for a five-fold increase in the capacity of the Moron fertilizer complex, utilizing low-cost domestic raw materials, including natural gas piped in from the Anaco gas fields in Eastern Venezuela, phosphate rock from the Riecito Mine 62 miles west of Moron, and sulphur from an oil desulphurization plant being built in Venezuela.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

New Books and Reports

***U.S. Commodity Exports/Imports as Related to Output, 1966 and 1965.* Published by the Bureau of the Census. Washington, D.C. 1968. 124pp. 75 cents.**

A systematic body of statistical information on the relation between U.S. domestic output and U.S. commodity exports and imports is included in this publication. It regroups and compares in terms of a commodity classification based on the Standard Industrial Classification statistics on U.S. exports of domestic merchandise, imports for consumption, and domestic output.

Data comparable to output at various levels of detail are presented for some 1,000 export commodity classifications and about 670 import commodity classifications. Detailed tables show value data for agricultural, forestry, fishery, mineral and manufactured commodity groups, and also quantity data where appropriate and available.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Ports of the World 1968.* Published by Benn Brothers (Marine Publications) Ltd. London. 1968. 834pp. $20.**

Information such as authority, accommodation, charges, towage, pilotage, ship repairs, local holidays, officials and airports is included for each of the several thousand ports of the world in this twenty-second edition of this guide. The ports are grouped under the main geographical headings of: The U.K., Europe, Africa, North America, Central America and the West Indies, South America, Asia, Australasia, and the Pacific Islands.

A complete section on tanker terminals around the world is included as well as a list of ports with oil bunkering facilities.

Write: John de Graff, Inc., 34 Oak Ave., Tuckahoe, N.Y. 10707.

***12th Program Report of the U.S. Travel Service. 1967.* Published by the Department of Commerce. Washington, D.C. 1968. 28pp. 25 cents.**

The annual report of the U.S. Travel Service covers such subjects as: summary of activities, promotion efforts, BUSIVISIT, visitor services, and facilitation and planning.

The report explains why offices in Mexico City, Tokyo and Sydney have been changed in both function and location, and lists the additional states joining the Americans-at-Home program.

Tables are given for pleasure and business visitors to the U.S., growth of travel to and from the U.S. 1951-67, and development of the travel deficit with Canada, Mexico and overseas countries. U.S. Travel Service liaison officers in all the states are listed.

Write: Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Directory of American Business in Germany. '67.* (Handbuch der Amerikanischen Wirtschaftsverbindungen in Deutschland.) 2nd Edition. In English and German. Published by SEIBT Publishing Co. Munich. 1968. $12.90 postpaid.**

The growing interest of American businessmen in the German market has developed many new business connections. This is the second edition of this publication that shows the different relations between American and German companies.

The directory contains: some 3,000 German firms with addresses of their business partners in the United States, and types of relations, such as subsidiaries, agencies, licensees, manufacturers and branches; more than 5,000 U.S. firms with their German business partners; and a classification of products.

The author is executive secretary of the American Chamber of Commerce in Germany.

Write: Atlantic Promotion Agency, Inc., G.P.O. Box 415, Flushing, N.Y. 11352.

Latest Customs Journals

The following new International Customs Journals are available at the standard price of $3 for hard copy, 65¢ for microfiche.

Surinam	PB 179 324
Switzerland	PB 179 323
Upper Volta	PB 179 325

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151. (Attn.: Code 410.11.)

***Annual Coffee Statistics 1967.* Published by the Pan-American Coffee Bureau. New York. 1968. 171pp. Free.**

This is the 31st edition in the series of reviews of developments in the trade and consumption of coffee. Data from preceding years has been included in order to place 1967 in proper perspective.

Chapters cover the International Coffee Agreement, price, production, and world trade. Each primary market—soluble sector, the United States, Canada, and Europe, is alloted a chapter. The extensive Appendix contains statistical tables.

Write: Pan-American Coffee Bureau, 120 Wall St., New York, N.Y. 10005.

***Directory of the American Chamber of Commerce in Italy, 1968.* Published by the Chamber, Milan. $10.**

This latest issue of the directory contains three sections: an alphabetical list of the members of the American Chamber of Commerce in Italy; a classified listing of the members; and an alphabetical list of U.S. firms present in the Italian market. This latter section contains the names of some 5,500 U.S. firms which have established some type of business relationship in the Italian market.

Write: American Chamber of Commerce in Italy, 12, Via Agnello, 20121, Milan, Italy.

***Australian Marketing Information Bulletin.* Published by John Jackson & Assoc. Pty. Ltd. North Sydney. Issued every three weeks. $40 per year.**

Government, industrial and commercial projects are covered by this publication, detailed at each stage of planning and construction. All items are recorded alphabetically within the following categories for each state: industrial & engineering; commercial; multiple dwelling; and community facilities. These are broken down further by project codes.

The size of the project places it in one of the following categories: large (construction value over $500,000); medium ($100,000-$500,000); and small ($40,000-$100,000).

For a free sample issue, **write:** Omni-Search (Australia) Pty. Ltd., P.O. Box 331, North Sydney, N.S.W. 2060, Australia.

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Calendar *for international traders*

ATLANTA—Oct. 24—In-Office Export Conference, 10 a.m. Sponsor: Commerce Field Office.

BAY ST. LOUIS, Miss.—Oct. 24—2nd International Trade Seminar, St. Augustine Seminary, 9 a.m. Speaker: George H. Moore, Pan American World Airways. Sponsors: Commerce New Orleans Field Office, REEC, Hancock County Chamber of Commerce.

BELLAIRE, O.—Oct. 23—Export Workshop, "Getting Started in Exporting," Holiday Inn, St. Clairsville, 9 a.m.-12 noon. Sponsors: Commerce Cleveland Field Office, Bellaire Area Chamber of Commerce.

BOSTON—Oct. 23 & 24—Export Marketing & Promotion Workshop, Rm. 505, J.F.K. Federal Bldg. Sponsor: Commerce Field Office.

BROOKLYN—Oct. 22—First lecture of 8-week course on International Business Marketing-Management, College of Business Administration, Long Island University.

BROOKLYN—Oct. 24—First lecture of 8-week Documentation Course, College of Business Administration, Long Island University.

CHICAGO—Oct. 22—In-Office Meeting. Sponsor: Commerce Field Office.

CINCINNATI—Oct. 24—Marketing Seminar on Foreign Investment Regulations, University of Cincinnati. Speaker: **Lionel Dyer, Office of Foreign Direct Investment, Commerce Dept.** Sponsors: U. of Cincinnati, Commerce Field Office, REEC.

CLEVELAND—Oct. 21—Marketing 1975: its Changes & Challenges, "tf" Club meeting, Sheraton-Cleveland Hotel, 12 noon. Speaker: **Jacob E. Katz, director, Office of Marketing, BDSA, Commerce Dept.** Sponsors: Commerce Field Office, "tf" Club.

DETROIT—Oct. 22—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

HAGERSTOWN, Md.—Oct. 23—In-Office Seminar, Holiday Inn. Sponsors: Commerce Baltimore Field Office, REEC, Maryland National Bank.

JACKSONVILLE—Oct. 21—Third of 7 weekly Export Trade Seminars, Board Room, Chamber of Commerce, 7:30 p.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

Patent treaty meetings

Meetings on the proposed International Patent Cooperation Treaty are scheduled for the following places and dates:

HOUSTON—Oct. 28—World Trade Club.

LOS ANGELES—Oct. 29—Union Oil Center, auditorium.

SAN FRANCISCO—Oct. 31—Federal Bldg., Ceremonial Court.

SEATTLE—Nov. 1—National Bank of Commerce, auditorium.

Time of the meetings is from 10 a.m. to 12 noon. Scheduled speakers from the U.S. Patent Office are Gerald D. O'Brien, Assistant Commissioner of Patents; William O. Quesenberry, director, Office of International Patents and Trademark Affairs; and David B. Allen, deputy director, Office of International Patent and Trademark Affairs.

LOS ANGELES—Oct. 25—Export Expansion Seminar, Commerce Feld Office, 9:30 a.m.-12 noon.

MIAMI — Oct. 22 — Businessmen's Consultation, **Joseph A. Harary, Commercial Officer, Djakarta.** Sponsor: Commerce Field Office.

MINNEAPOLIS—Oct. 22—Export Control of Technical Data, Federal Reserve Bank, 10 a.m. Speaker: **John W. Shepard, BIC, Commerce Dept.** Sponsors: Commerce Field Office, REEC.

MINNEAPOLIS—Oct. 25—Businessmen's Consultation, **Wayland B. Waters, Commercial Attache, Madrid.** Sponsor: Commerce Field Office.

NASHVILLE—Oct. 23—Export Conference for Tenn. Chamber of Commerce Executives, Ramada Inn. Sponsors: Commerce Memphis & Atlanta Field Offices, REEC, Chamber of Commerce, State Staff Division for Industrial Development.

PHILADELPHIA—Oct. 22—Foreign Traders Assn. monthly dinner meeting, Sheraton Hotel. Topic: International Tax Problems.

PHILADELPHIA—Oct. 22—Export Sales & Mgt. Course, "Export Packaging," Temple University, 7:30 p.m.

PORTLAND, Ore.—Oct. 21—Eximbank Credit Seminar, Board Room, Chamber of Commerce, 9:30 a.m.; luncheon, Congress Hotel, 12 noon. Sponsors: Chamber of Commerce, Oregon Assn. of Credit Management.

ROCHESTER, N.Y.—Oct. 24—13th Annual Tri-City World Trade Conference. Marketing & Distribution Program, Eastman Kodak Co., 1 p.m.; Reception & Banquet, Holiday Inn Northwest, 5:30 p.m.; Speaker: John W. Porter, pres., General Railway Signal Co. International. Sponsors: Buffalo World Trade Assn., World Affairs Council of the Rochester Chamber of Commerce, World Trade Club of Central N.Y.

ST. LOUIS—Oct. 24—World Trade Club monthly dinner meeting, Henrici's Bel Air West Motor Hotel, 6 p.m.

SAN FRANCISCO—Oct. 23—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SEATTLE—Oct. 23—Gov't Export Financing, Market Development Program, Board Room, Chamber of Commerce, 9:30 a.m. Sponsors: Commerce Field Office, Eximbank, FCIA, local banks. Commerce, Eximbank & FCIA speakers.

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